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# THE ROTARIAN

*The Magazine of*

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## A Few of This Month's Features

### THE CONVENTION PROGRAM

*By* JAMES F. FINLAY  
Chairman of Convention Program Committee

### SQUARE SHOOTING!

*By* HUGH S. FULLERTON

### THE BUGABOO OF POLITICS

*By* DWIGHT MARVIN

### QUESTIONED DOCUMENTS

*By* ELBRIDGE W. STEIN

### “IN ANSWER TO YOURS—”

*By* HARRY BOTSFORD



Published by Rotary International



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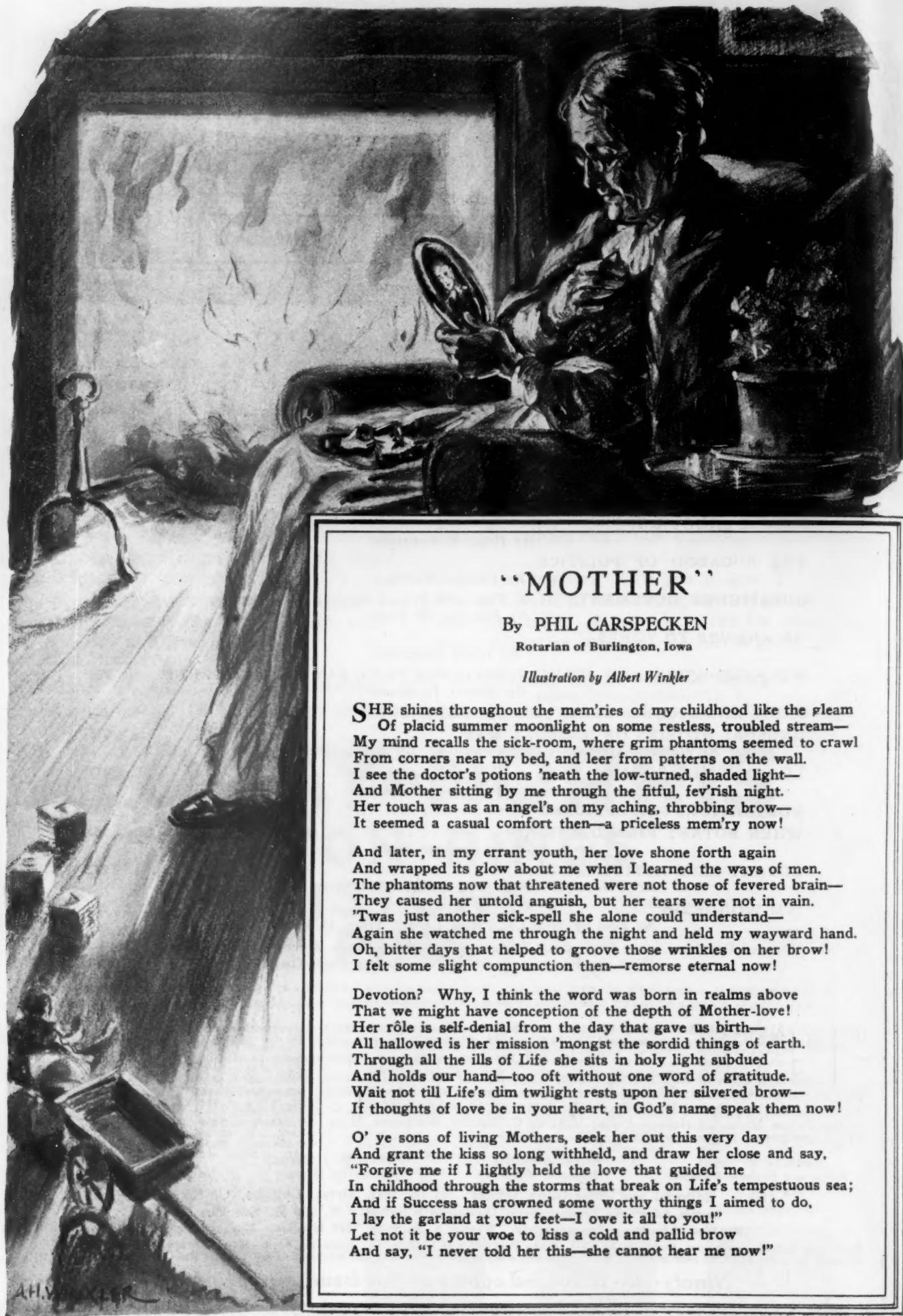
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## “MOTHER”

By PHIL CARSPECKEN

Rotarian of Burlington, Iowa

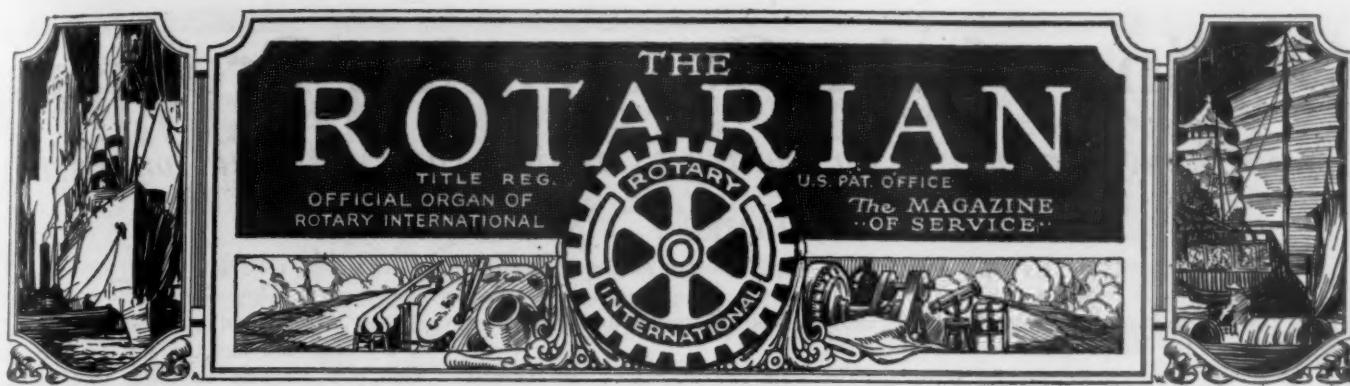
*Illustration by Albert Winkler*

**S**HE shines throughout the mem'ries of my childhood like the gleam  
Of placid summer moonlight on some restless, troubled stream—  
My mind recalls the sick-room, where grim phantoms seemed to crawl  
From corners near my bed, and leer from patterns on the wall.  
I see the doctor's potions 'neath the low-turned, shaded light—  
And Mother sitting by me through the fitful, fev'rish night.  
Her touch was as an angel's on my aching, throbbing brow—  
It seemed a casual comfort then—a priceless mem'ry now!

And later, in my errant youth, her love shone forth again  
And wrapped its glow about me when I learned the ways of men.  
The phantoms now that threatened were not those of fevered brain—  
They caused her untold anguish, but her tears were not in vain.  
'Twas just another sick-spell she alone could understand—  
Again she watched me through the night and held my wayward hand.  
Oh, bitter days that helped to groove those wrinkles on her brow!  
I felt some slight compunction then—remorse eternal now!

Devotion? Why, I think the word was born in realms above  
That we might have conception of the depth of Mother-love!  
Her rôle is self-denial from the day that gave us birth—  
All hallowed is her mission 'mongst the sordid things of earth.  
Through all the ills of Life she sits in holy light subdued  
And holds our hand—too oft without one word of gratitude.  
Wait not till Life's dim twilight rests upon her silvered brow—  
If thoughts of love be in your heart, in God's name speak them now!

O' ye sons of living Mothers, seek her out this very day  
And grant the kiss so long withheld, and draw her close and say,  
“Forgive me if I lightly held the love that guided me  
In childhood through the storms that break on Life's tempestuous sea;  
And if Success has crowned some worthy things I aimed to do,  
I lay the garland at your feet—I owe it all to you!”  
Let not it be your woe to kiss a cold and pallid brow  
And say, “I never told her this—she cannot hear me now!”



## Rotary and the Individual Rotarian

By Harold G. Sturgis

*Former President of the Rotary Club of Uniontown, Pa.*

WE READ history through reading the biographies of those who originated those movements and contended for those principles which have shaped world events. History is but the chronicle of human life and thought and the record appeals to us because of the vivid personal element which permeates it. The more we study it the more we realize the place of the individual in world development—and our own possibilities.

The part that individuals have played in history suggests the question—"What of the individual in Rotary?" The story of Rotary will not be a mere record of past presidents or past governors, though they have played and will play a vital part in Rotary work. Nor when we speak of Rotary should we always consider the organization rather than the individual members.

One of our glories is the press and its freedom. Our newspapers have undergone many radical changes in recent years, one of the most striking being the minimizing of individuality. In bygone days the emphasis was on the name and personality of the editor. It was what Dana, Greeley, and their colleagues said, rather than what the paper said, which moulded public opinion. Today, although the importance of the directing individuals within the newspaper organi-

zation is still as great or greater, the average reader of the large cities thinks in terms of the name of the paper in which he has learned to have confidence. The reader may not know the names of the editor, publisher, or owner, yet may be strongly—though often unconsciously— influenced by what these men believe and say.

HERE we have an apt illustration of how an individual Rotarian functions. He is not desirous of receiving recognition for everything he does. He carries on as an individual through the organization and the organization carries on through him as an individual. His chief concern is to apply Rotary principles in his home, his business, his social relations, and his civic affiliations.

To justify its existence Rotary must place increasing emphasis not on its organization but on its *service idea*. Here is where the individual Rotarian makes Rotary history. Just as you and I live up to Rotary ideals will Rotary influence be extended over the world. Our membership is not just an honor, or an opportunity to enjoy good fellowship, or the satisfaction of belonging to a unique organization with a remarkable growth. Rotary is a life to be lived—a life of service. A real Rotarian is just a plain member who individually typifies the ideal of service. Of such is the kingdom of Rotary!

# Outline of the Convention Program

*Plans Being Formulated for Rotary's Greatest International Convention*

By JAMES F. FINLAY

*Chairman, Convention Program Committee*

OME say more, some less. The fact is the Rotary Club of Saint Louis is preparing to take care of *more* but we can safely predict around 10,000 registered visitors for the Rotary Convention at Saint Louis in June. The Fourteenth International Convention is going to be the largest Rotary Convention ever held.



The entertainments have been planned with a view of making everyone comfortable. Nothing is being left undone that will add to the comfort and the joy of your visit.

On Sunday there will be special services in practically all of the leading churches for those who arrive early.

Monday, June 18th, is "Assembly and Registration Day." Monday afternoon, Saint Louis Rotarians and their wives hold "Open House" in three of the leading hotels; these will be similar to the pleasant gatherings held during the convention at San Francisco. You will remember how enjoyable they were. Baseball fans will have an opportunity of seeing the "Giants" and "Cardinals" play that afternoon at Sportsmen Park.

The Convention is to be opened Monday evening in the Coliseum with the "Garden of Nations." This huge spectacle promises to be a sight never to be forgotten by those who are so fortunate as to be there. The details are to be a surprise.

The address of Welcome and Response follows and the evening session is to close with an inspirational address on "Patriotism" by Walter W. Head, of Omaha, Nebraska.

Briefly, the program proper, beginning Monday and ending Friday, is to be a development of the theme of a Rotarian as an individual, as a business man, and as a citizen. In addition to the emphasis given to this general theme, there will be special assemblies of district governors, presidents and secretaries of Rotary clubs, and for those interested in classifi-



cations, club programs, and Rotary education.

The addresses scheduled for Tuesday are: the address of International President Raymond M. Havens; "The Rotarian as an Individual," by Rotarian Harry Rogers, president of the Rotary Club of San Antonio; and an address on "Fellowship" by Rotarian Charles J. Moynihan of Montrose, Colorado. Besides, you cannot afford to miss Rufe Chapin's skit on the Past Presidents; and then, too, at this session, during the hour of open discussion, everyone will have the opportunity to make some suggestion for the good of Rotary.

On Tuesday, the ladies will enjoy a boat ride on the Mississippi with lunch and special entertainment on board. That evening, everyone is expected to hear the "Prince of Pilsen" at the Municipal Open Air Theater at Forest Park. The

theater, situated in a forest, is open on every side and has the sky for a roof. Can you imagine anything more wonderful than sitting there with friends, and listening to the world's sweetest singers?

The keynote of Wednesday's program is putting Rotary into business. The Committee on Business Methods is busy completing this part of the program and it promises to be the high tide of the Convention. You don't want to miss it. This half session alone would pay you for making the trip to Saint Louis.

The ladies will enjoy a trip through Shaw's Famed Botanical Gardens on Wednesday and Thursday morning.

As the Convention holds only a half-day session on Wednesday, everyone will be free to do as he pleases during the afternoon. You can play golf or tennis or enjoy an automobile ride through the parks and residential or business district. You will also find reserved seats on sale at the Coliseum for Thursday's ball game, when the "Giants" and the "Cardinals" will be playing.

The President's Ball will be held Wednesday evening at the Coliseum. During the afternoon the chairs will be removed and the dance floor laid on the main floor of the building, which is large

enough to accommodate a three-ring circus. There will be plenty of room for everyone to dance on a splendid floor with good music and beautiful surroundings. We will see you there!

The main address on Thursday morning is on the "Responsibility of the Press," by James T. Williams, editor-in-chief of *The Boston Transcript*, Boston, Massachusetts. The press exercises a greater influence, perhaps, than any other agency. It aids or hinders development and progress. Mr. Williams was formerly with the Associated Press. He will tell us of the newspaper's responsibility to the public.

The program on Boys Work scheduled for Thursday afternoon is published elsewhere in full. It will give you some idea of the type of the program planned for

HI MARTIN, Chairman,  
Convention City Executive Committee.

# PROGRAM OF BOYS WORK SESSION

*Of the Rotary Convention at Saint Louis—June 18th-22nd*

*While the entire convention program has not been completed nor formally approved, this section of the program dealing with Boys Work has been practically finished and is an indication of the thorough way in which the other phases of Rotary have been dealt with. The complete program will be printed in the June Number.*

## THURSDAY AFTERNOON—JUNE 21st

Report by Rotarian Everett W. Hill, Oklahoma City, Oklahoma, Chairman of the Boys' Work Committee.

Concert by the Boys' Band of Independence, Kansas.

Address: "Boys—a Challenge" by Rotarian Frank D. Slutz, of Dayton, Ohio.

A series of five-minute talks on the following subjects:

Dental and health clinics.

Co-operation with Juvenile Courts—By Rotarian Hermon C. Pipkin, of Amarillo, Texas.

Block Playgrounds—By Rotarian Robert K. Hanson, of Newark, New Jersey.

Educational Loan Funds—By Rotarian M. Bruce Bogarte, of Dallas, Texas.

The Underprivileged Boy (or some other topic to be selected).

Address on Boys—By Rotarian Edgar R. Guest.

the entire convention. The five-minute talks are to be made by speakers selected by the respective clubs mentioned. The clubs were chosen from those doing the most unique and efficient Boys Work during the year. Frank D. Slutz, of Dayton, Ohio, and Eddie Guest, of Detroit, Mich., who make the main addresses this afternoon are so well known to Rotarians that the mention of their names should secure the attendance of all Rotarians at the convention for the Boys Work Session.

The ladies will enjoy a musicale and a tea to be given by the ladies of the Saint Louis Rotarians at the Chase Hotel Thursday afternoon. The Saint Louis Symphony Orchestra will give a concert and Mrs. Havens and several of the

leading singers from the Municipal Opera will sing. It is planned to make this one of the most beautiful occasions of its kind ever given. The Chase, which has only recently been completed, offers a wonderful setting for the event.

We will nominate candidates on Thursday and elect officers on Friday.

The main address on Friday is on "Citizenship"—you don't want to miss it.

There will be a series of special breakfasts for district governors, club presidents and club secretaries. The Tuesday morning breakfast will be attended only by the outgoing district governors—and the Wednesday, Thursday and Friday morning breakfasts will be attended by both outgoing and incoming district governors. There will also be a "Round Table" for the discussion of Rotary Education. While the exact program has not been decided upon, it is likely that this "Round Table" will include discussion of the obligation of the club to the individual Rotarian, and of the individual Rotarian to his club, his community and to his business or profession.

Many other interesting features will be scattered through the convention program, including the presentation of trophies, short talks on topics of particular interest to Rotarians, convention singing, and a host of other good things

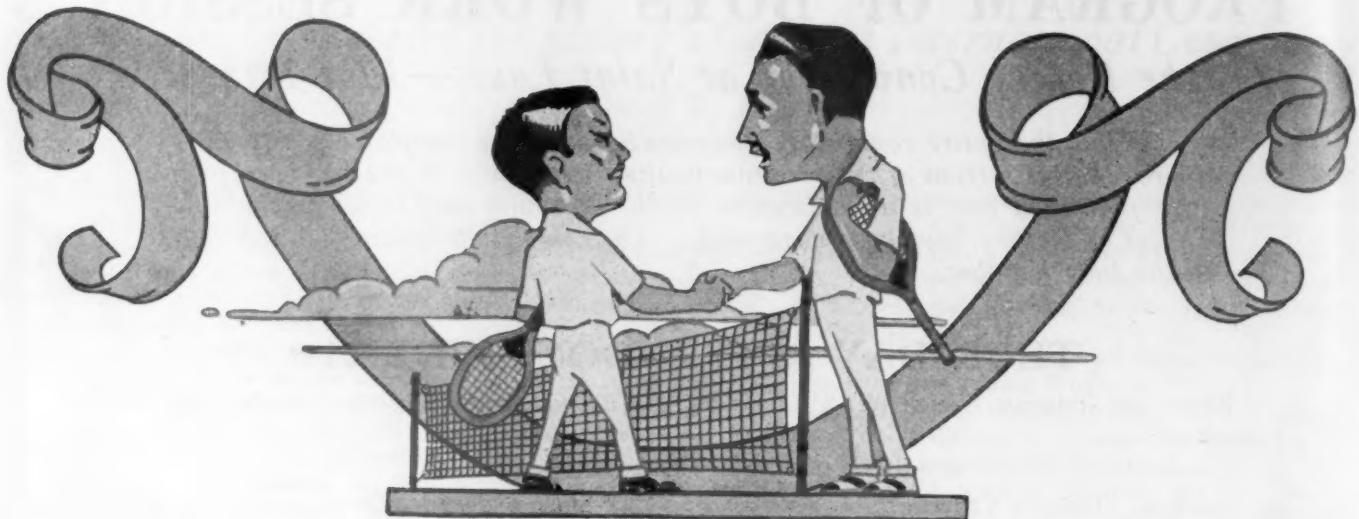
which will attract your interest, hold your attention, and linger in your memory. You will not want to miss any of them for they are all a part of the great program which we have arranged for you.

You are going to have the greatest opportunity in your Rotary life for meeting old friends and forming new friendships at Saint Louis. You are going to enjoy some of the most wonderful and beautiful occasions ever planned in the history of Saint Louis. We trust the program will please you. It is the result of the suggestions and joint efforts of the Board of Directors, the Program Committees and many individual Rotarians. It is both cosmopolitan and democratic.

It is ROTARY.



# Square Shooting!



ONE night during the war a young English officer, half strangled, reeled back after escaping one of the earlier gas attacks. He was cursing the Germans, and his wail was, "that it's rotten bad cricket."

Of the political, military or other crimes of the Germans he made no complaint, but he considered the use of gas unsportsmanlike—and from that hour he hated the enemy with surpassing hate.

Last year, in New York, the representative of a large British syndicate was in conference with half a dozen financiers and promoters over a deal involving huge sums of money. He favored the deal at first, but as the working details were explained he appeared worried, and, after an hour he stated, frankly, that he would recommend to his superiors that they refrain from going into the scheme. The others expressed surprise and rather sharply demanded an explanation of his decision, to which he replied, "It's such rotten bad cricket!"

Recently I talked with an eminent Nipponese, a leader in financial and commercial life in Japan, and an enthusiastic sportsman, who stated: "Golf and baseball are doing more in my country to teach correct and successful business methods than our economists ever have been able to do."

Allen Muhr, the famous French athletic leader, although American born, who has organized and led all France in athletics and now is international secretary of the Olympics, says that the salvation of Europe, politically and commercially, will be brought about through athletic relations, not through statesmanship.

The testimony of baseball, boxing, football, and other athletic leaders in the United States is that all the evils that have crept into these sports are due to commercialism: the abandoning of sporting ethics for unfair business methods.

The opinions of these people lead to

By HUGH S. FULLERTON

the question as to whether or not business would improve if based upon sporting ethics rather than upon commercial traditions. Recently I discussed this question with one of the biggest men in New York's financial district, Senator "Jimmy" Walker. "Well," Walker remarked, "I'd like to have politics governed by prize-ring rules. It would be a fine thing to meet an opponent knowing he couldn't hit below the belt or use 'rabbit' punches without being disqualified."

"Wall street would be a lot better, working on that basis," the financier admitted.

All of which involves the question of the value of athletics in national and international life and the curious fact that we maintain a double standard of ethics

## Noted Newspaper Writer on Influence of Sports

**HUGH FULLERTON**, sports writer, has spent thirty years studying athletics in all parts of the world. He has reported the principal sporting events in the United States and Europe from boxing to college rowing. He has studied athletics from the standpoint of their effect upon participants and spectators. He believes that sports hold an important place in our social, business, and even religious life and that athletics have great possibilities in creating better understanding between races and creeds.

Mr. Fullerton has engaged in Y. M. C. A., in amateur, and in college athletic organization plans and in such capacities has had unusual opportunities for observing sport in its psychological aspect.

in the face of our claim of being the best sportsmen in the world: a claim, by the way, seriously disputed by the majority of British while just as earnestly supported in the Far East and in South and Central America. On the whole, our sporting credit, as Americans, is much better than our business credit with the majority of foreign nations.

The German, for instance, regards the American as the squarest sportsman and the fairest foe of all; perhaps because his knowledge of us as sportsmen was derived from watching our army and navy athletes in competition. The Belgian and some of his neighbors, ridicule our claims to sportsmanship—because of unpleasant situations during the last Olympic meet where our athletes fell into disrepute because of the conduct of a small minority. The Englishman considers us a lot of bally poor sports, although excepting from this charge, our golfers (or the majority of them) and our college athletes. The French refuse to admit our claims to sportsmanship, as we refuse to admit theirs: neither understanding the other.

YET the value of athletic contests, national and international, as an influence toward good will and better understanding, commercially and politically, cannot be denied successfully. There is, perhaps, no way in which a lesson can be pounded home as quickly or as effectively as in such contests.

There was an instance of this in the football game between Yale and Harvard last fall. Harvard's great quarterback, Buell, was known to be in crippled condition. One ankle and one shoulder were badly hurt, and, in the Princeton game, Harvard charged that Buell had been unduly roughed and injured. Tad Jones, Yale's great leader, called his team together before the game. With everything at stake, including perhaps his own fame as a coach, Jones told his men that

they must not hurt Buell and that, when he was catching punts, they were not to tackle him. In that fiercely fought game there were seven times when Yale men could have tackled Buell legitimately—knowing that one fierce tackle would put him out of play and perhaps give Yale a victory. Each time the tacklers tearing down upon the injured boy, stopped, tried to block his kicks with their arms, and did not hit him. Yale lost, but as 88,000 spectators left the Bowl the majority were singing, not the praises of Harvard in victory, but the greatness of Yale's sportsmanship. The lesson sank home.

Apply the same situation to business: How many business men, or financial leaders, with a rival so easily to be disposed of, would have kept hands off?

In tennis, the relationship between nations has been made very close through the Davis cup matches. It was not alone the fact that men of every race and nationality have met and found each other "square shooters," but because of the object lessons that have been given in those matches. Bill Tilden, greatest perhaps of all tennis players, is more famous, probably, because of one little act, than for the many championships he has won. In a hard match, with the issue undecided, the referee called a ball "in" which Tilden knew was outside the line. He accepted the point smilingly, then deliberately served two faults and gave his opponent an even chance. In the matches in Australia in which the Americans reclaimed the famous cup, Norman Brookes, the veteran Australasian, did the same thing—and lost a set by it, but won the undying admiration of the tennis world.

JAPAN, new in athletics, appears to have adopted the same double-ethical standard that prevails so much in America, refusing to accept "business principles" in sports or sporting ethics in business. Several years ago I was talking with a prominent Chinese banker in San Francisco, on the subject of the Nipponese. Finally he remarked apologetically: "I should not be discussing the Nipponese people. I have no dealings with them. In many things they are imitators; and (he hesitated an instant) unfortunately, in much of their business dealings they have chosen to imitate the American business man." Which was something of a "right" to the jaw.

However, in sports, new as they are, the Nipponese has achieved the idea of



pure sportsmanship which has been missed by older civilizations. One of the biggest thrills I ever experienced at a sporting event was given by little "Shimmy" Schmidzu. He was playing Little Bill Johnson, and, starting with a rush, he swept the little California veteran off his feet and seemed to be rushing to victory before the American could rally. Then, with one point to go to make it set and match, Johnson made a fine desperate recovery and sent the ball high over the net. Johnson was out of position, back of the court, and stumbling. The Nipponese boy had an easy smash to win and upset the dope. He smashed at the ball, missed it entirely and the crowd, which had been cheering, groaned. The lithe little visitor threw back his head and laughed long and loud at himself—and, although he was beaten finally by Johnson's wonderful rally, the American crowd stood and cheered him wildly for five minutes when he left the courts.

There was another instance of pure sportsmanship which was impressed upon my mind, not only because of its own significance but because of its effect upon a man sitting near me. This was at the Penn Relays. The man sitting next to me, whom I knew more by reputation than by personal contact, is extremely successful in business and extremely disliked by those who do business with him. He is merciless and his pound of flesh usually weighs closer to five pounds when the victim is helpless.

It was in the final quarter of the mile medley relay. Conolley, the Georgetown star was putting forth terrific efforts to hold the lead with Shields of Penn State

running stride for stride with him and both at the limit of their powers. Rounding into the stretch Shields accidentally tripped Conolley, who plunged along the track while the over-excited crowd gasped and screamed advice and encouragement—while a sudden fear struck the Georgetown supporters dumb. Instantly Shields stopped, waited until Conolley arose, and as they came abreast again, the duel was resumed, Shields winning by a step at the tape. He was disqualified, but as he left the track a torrent of applause poured down upon him.

The financier, vastly excited, led the cheering for Shields and he declared that it was the finest sportsmanship he ever had seen. That evening on a train one of his friends jestingly asked him why such ethics would not apply to business, and whether, if he saw a business rival trip and fall he would stop and give him a chance to even up. And he got mad!

THERE is an odd situation regarding the relations of the United States with the Latin American countries. Our commercial men and our consular service have worried for many years because of the fact that the United States does not get the South and Central American business to which, geographically and otherwise, it seems entitled. The fact that Germany and Great Britain have divided the field and that there exists almost everywhere in Central and South America, something a bit stronger than distrust of us in our commercial capacity, have given our commerce seekers cause for considerable thoughtful reflection. Every exporter knows the difficulties and the handicaps of Americans seeking market in Brazil or the Argentine. Shorn of polite phrases, the Latin American will not trust our business methods.

Yet, when Brazil desired to hold its great centennial celebration and wanted to arrange sports as a feature of that celebration it sent to the United States and hired Elwood Brown and some of our other athletic leaders to conduct the sports for them, to make the rules, and to appoint the judges and make decisions. This is the more remarkable because Brazil, a strongly Roman Catholic country, selected not only Americans but Young Men's Christian Association leaders to conduct their sports. In other words, Brazil has utmost confidence in our sporting code—if not in our business morality.

Studying the effect of athletics upon international confidence, the case of the

Far East Athletic Association is in point. This organization, which directs and controls all organized athletics in the Far East, which section of the world by the way, has become one of the most intensely interested in athletics, is comparatively new. It was organized originally by the Y. M. C. A. in connection with its army and navy work. No peoples in the world are more enthusiastic converts to athletics and sports than those of the Far East—the Filipino, Chinese, Portuguese and Japanese. The inhabitants of the Philippine Islands took to athletics quicker than they did to clothes and other evidences of American occupation.

DURING the first few years of organization there was a great baseball championship played. The United States army, navy and marines had teams in it. There were Chinese, Japanese, Filipino, Portuguese, and teams of other nationalities and mixtures in the league. The army team was leading the league when complaints were made that it was playing three men who were not amateurs.

The committee in charge was composed of one army man, one "Y" man and one native—two Americans against a Filipino. The various races and creeds winked and expected a whitewash, lacking faith in our people. The committee investigated, found the charges true, and promptly forfeited every game the army had played, suspended the army from participation in the rest of the games of the season, and reported the violation of agreement to the proper authorities. General Bell, in command of the forces in the Islands, was angry, thinking that the army had been brought into disgrace, but when he learned the facts, he fined and punished the lieutenant and the two privates who were professionals.

The heavy penalties inflicted and the square dealing of the Americans on the committee worked a miracle in the Far East Association. It is stated that there never has been a case of violation of the amateur rules in the entire association—and the sportsmanlike decision gave the Americans a reputation for square dealing that has not been confined to sports. It convinced tens of thousands of unbelievers and doubters that we are on the square in our transactions.

Our English competitors probably come closer to applying the same code to business than they do to their sports, than any other of the nations, probably because they are older as a nation. The morals which govern them are more those of the cricket and football field than of the office or shop. The majority of them, especially of the upper classes, adopt the same code in business and in politics as they do in sport, and they are raised on sport. A thing is "good cricket" or "bad cricket"—and they do "the sporting thing" as naturally in their commercial dealings as in their football, polo, or cricket. Naturally, their example influences the non-sporting element of the population.

Basically, the American people are just as well grounded in their sense of fair play as are the British—when we think. The striking difference to an observer is in the crowds, rather than in the athletes themselves. Our "rooting" is something the people of other nations cannot understand and in many cases they mistake our exuberant and noisy applause for muckerism—which, of course, it is not.

After studying the demeanor of crowds for many years, I believe that under the noisy partisanship of the average American crowd there is as keen a sense of fair play as is to be found anywhere—and quite as sincere.

There was an instance on the Polo Grounds in the fall of 1908, which is in point. There is a prominent actor who is one of the wildest and most maniacal fans in the world. That game was the famous one in which the Chicago Cubs and the New York Giants played one game to decide the tie which existed at the end of the season.

The actor, frantic with emotion, was standing on a seat, clinging with both hands to the chicken-wire screen and screaming, imploring and begging the Giants to win. "If there is a God in heaven, New York will win this game," he raved.



Just then behind him, an excited fan hurled a pop bottle at the head of Kling, the Chicago catcher, as he was running towards the stands to catch a foul ball. The bottle missed Kling's head a few inches. Then, livid with rage, the actor turned around and shook his fist at the bottle thrower, screaming:

"For that I hope Chicago wins!"

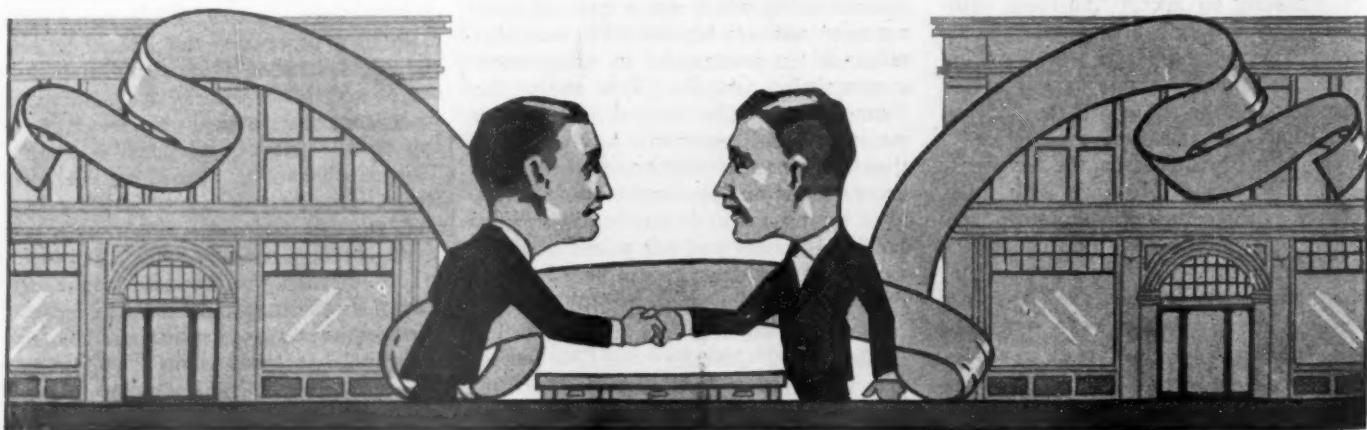
Instantly that partisan, howling, frantic New York crowd, which had been rooting in its most violent manner, turned upon the bottle thrower and many began cheering the Chicago players. Their sense of fair play, aroused by the hostile act, had overcome their partisanship.

HERE is one sport only in which the complete test of the international value of athletic contests has been made. That is soccer, which is the only universal sport. There is no nation with a seaport which does not know soccer, although many of our inland cities have little knowledge of the game. This sport has been spread by the navies, especially those of Britain, the United States, and France. All warships and a majority of the merchant ships have their soccer teams and, no matter what the port, what the language of the people or their customs may be, a soccer team from a ship has little trouble in getting a match.

The effect of these usually impromptu contests has been, according to naval and commercial shipping men, excellent in creating and maintaining better relations.

The American business man confesses, usually jokingly, but, nevertheless, with sincere conviction, that he can do business more easily and pleasantly after a round of golf with a rival or a customer, than he can over his office desk. He simply means that, in and through the sport, he and the other man have become better acquainted and have met on a sporting basis of fair play. They have faith in each other and are not suspiciously on guard for fear of some unsportsmanlike advantage.

After all, isn't "good cricket," good business?





A ROTARIAN discusses in the following article the subject of Rotary in its relation to political questions, with a suggestion as to how a Rotary club should render a public service at the same time keeping itself out of politics. Dwight Marvin, the author of this article, is editor of "The Troy Record" of Troy, New York. He is also president of the Rotary Club of Troy. This article is presented here as the personal opinion of a man who has seen many years of service in Rotary and who has thought deeply on this perplexing problem.



## The Bugaboo of Politics

By DWIGHT MARVIN

WHEN we were children some of us were under the care of nursemaids who governed us by fear. They peopled the world with strange creatures which were intent upon feasting on us if we deviated ever so slightly from the straight and narrow path of virtue. One of the most horrible of these terrible beasts was the bugaboo. Woe betide the naughty boy who got into his obscene claws!

Rotary has passed the period of its babyhood and is approaching the maturity of its majority. But it still pales at the thought of its childish bugaboo.

That bugaboo is politics.

True, the *Standard Constitution* has done its best for us. It has dedicated a whole article to the subject, going into the matter so deftly and positively that he who runs may read. There are two sections of this article. The first is as definite as an axiom in Euclid:

"This club shall not endorse or recommend any candidate for public office and shall not discuss at any club meeting the merits or demerits of any such candidate."

Now that's that. Personalities in politics are absolutely and definitely barred. Not only are we all prohibited, as Rotarians, from endorsing or recommending candidates but we can't even talk about them officially in our meetings.

The second section is less explicit, but it ought not to cause much trouble to the perplexed Rotarian:

"The merits of any public question involving the social, economic, moral, or physical welfare of the people may be fairly and intelligently studied and discussed before a club meeting for the enlightenment of its members; but this club shall not take any action endorsing or condemning any measure which is to be submitted to the vote of the people."

Public questions, then, may be discussed, but no action must be taken if they are questions to be considered on a referendum to the people.

How very simple it all seems. How could such a frank statement of Rotary's purposes and functions in public affairs be misunderstood? But it is. Constantly we are hearing of clubs tottering on the edge of a political abyss and staring the dread bugaboo in the face in blank dismay, not knowing how to escape its clutches. What is the matter?

The matter is just this: there is no complexity about the phrases in the *Standard Constitution*, but they are so narrow in their application that a body of unwritten law has sprung up about them and made them the storm-center of unofficial interpretations and extensions. It is a doctrine of the United States Constitution that its provisions are to be strictly interpreted, leaving to the states the largest liberty to deal with the affairs of its citizens. If we in Rotary could follow a similar course the discussions that torment us every fall would fade away into thin air. There it is, as plain as the nose on your face—no endorsement nor discussion of candidates; no endorsement nor condemnation of public questions that are to be submitted to a vote of the people. All the rest of the field lies open—all other public questions are within the domain of Rotary. If this is all, we can slay the bugaboo without further ado and feast upon its chops.

But it is not all. For Rotary is bigger than its constitution just as the United States is bigger than its ancient charter of liberties. Rotary, to have an independent influence, to justify its boasts and its ideals, must be utterly divorced from politics, all moderate forbiddances and narrow interpretations to the contrary notwithstanding. It must ever avoid the very appearance of political bias. The moment it trespasses boldly on the territory of the politician it becomes vulnerable and ineffective.

Yet this is not the whole story. If it were, we could err so earnestly on the

side of safety that not even Rotary's worst enemy could bring a charge against it. But such a course would be a concession to cowardice. Rotary is not in the world for pleasant luncheon parties, chorus singing, and picayune charities. If this is the Rotary program, it isn't worth a real man's enthusiasm. There are wrongs in this world to be righted. In every city evil and inefficiency lurk everywhere. If Rotary service is confined to little things and cannot tolerate crusades against social, economic and moral handicaps, it is a little thing itself and might well have died in the burning eighteen years ago.

This, then, is the bugaboo. This is the narrow course to be steered between the Scylla of politics and the Charybdis of inaction. If the ship veer too far to one side, it will hit the rocks of partisanship; if it swerve to the other extreme, it will sink on the reefs of child's play and sterility.

MOREOVER, it is impossible to ignore the fact that politics is the consuming interest of a large fraction of our population during certain months of the year. It is an important matter to most of us. It stretches its tentacles into our business, our homes, our pleasures, and our duties. Naturally it permeates most of our organizations. We cannot, no matter how hard we try, exclude it from the conversation at our Rotary luncheons. And talk often leads unconsciously to action. We must remember that the strength of a chain is equal to the strength of its weakest link and that we must guard constantly against the weak Rotarian. Go to a Rotary luncheon just before election. Half the members are workers in party ranks. A goodly number probably hold official positions of one sort or another; if not, they may aspire to them. Of course politics is taboo in Rotary. But Freud has shown us that repressed instincts tend to appear in

some form, or to derange the repressor. All around the table political plots are brewing. Most certainly politics is a bugaboo in Rotary; but quite as certain is it based on a very present reality which we cannot afford to ignore or deny.

Let us consider a few examples of Rotary experience along the edge of doubtful action.

I was attending a club luncheon last October. A visiting Rotarian was present. He was a candidate for Congress in the district including both clubs, his own and the one in session. The presiding officer

asked all Rotary visitors to rise, give their names, clubs, and classifications. The guest arose, gave name and club and concluded, "candidate for Congress!" All laughed. He had a great business in his home city, but that was not his business at the luncheon. His presence was perfectly proper; but his half-joking classification might well have been interpreted as a clever attempt to woo political support. He was strictly within Article IX; but was he within the ethical corollaries of that article?

The public affairs committee of a Rotary club several years ago announced amongst its objects the ending of duplications in street names and the marking of street intersections. In accomplishing these laudable ends the committee secured resolutions from the club, the presence of its officers at political hearings and a large number of conferences with bosses, ward leaders, and aldermen. It would have been difficult to differentiate between these methods of this Rotary club and any group in politics. It was well within the letter of Article IX.

Was it within the spirit of Rotary?

**A**BOUT three years ago another Rotary club in the Middle West invited a candidate for office to speak at one of its luncheons, the prospective speaker being told that of course he must make no allusion to his campaign. He followed directions, merely telling the Rotarians what the community needed, in his opinion, and suggesting that all good citizens should unite and demand such a program. Only by co-operation could the benefits be secured. Never was camouflage flimsier. Moreover, the chairman of the program committee was a close friend of the candidate and an ardent campaigner. I was told that one of the newspapers in the city assisted by publishing the address very fully and sending hundreds of marked copies to independent voters. Is

such an incident satisfactory to Rotarians jealous of Rotary's standing and Rotary's influence?

In a Florida city both candidates for mayor were Rotarians. The campaign became sharp—and dirty. All the known varieties of mud were slung back and forth from the platform and in the public press. Rotary determined to stop it. The executive committee called the two men before them and urged them to end the personalities and the pugnaciousness. After a long conference the candidates agreed and shook hands. The Rotarians went to the leading newspaper and requested, in the name of the candidates, that two full pages of vituperative advertising be stopped. The publishers refused on

the ground that the edition would be delayed and could not make the trains for suburban points. The club agreed, if the advertisements were killed, to deliver the papers themselves by private automobiles that evening to all points missed. The publishers accepted, the Rotarians bought up the two pages and delivered the edition in several neighboring towns. Instead of the vituperative advertising one page read, "A vote for Smith means a vote for a Greater Springfield." The other page read, "A vote for Brown means a vote for a Greater Springfield." From that time all campaigning ceased except personal solicitation by the candidates and their friends. And the city was saved a disgusting and damaging episode in its corporate history. Again, the letter of the constitution was not broken, but it would be difficult to get much deeper into politics.

For a final illustration, I am going to

present a case of which I knew, but I am modifying it considerably and carrying it to a logical conclusion. As a matter of fact the Rotary club which was involved in this problem refused to allow itself to go to the limit and withdrew from its campaign. Let us imagine, however, that it did not. The assumption is not unreasonable. In the city in question the boys were under constant temptation because the city authorities were permitting gambling joints and worse places to run without the slightest semblance of a curb. The Rotary club was working for boys. A survey revealed conditions that would have shocked the most hardened cynic. Representatives of the club visited the city hall and told the story. They were treated with scant courtesy. The club began a campaign of

the very fact that Rotary too often stops at such picayune things? These only scratch the surface. Often they do as much harm as good, for they deaden the consciences of the doers and make them forget the underlying reasons for poverty, vice, and crime.

Rotary, if it is to escape the paltry and the pitiable, must indeed be more than a formal thing. (Continued on page 312.)

**"It is impossible to ignore the fact that politics is the consuming interest of a large fraction of our population during certain months of the year. It is an important matter to most of us. It stretches its tentacles into our business, our homes, our pleasures, and our duties. Naturally, it permeates most of our organizations."**

But are not the criticisms of popular essayists and novelists due to

# Questioned Documents

*How They are Proven Real or Fraudulent*

By ELBRIDGE W. STEIN

**Q**UESTIONED Documents! What are they and how do they originate? That will in your safe-deposit box may eventually be one. That check you wrote today may be tampered with before it reaches your bank, or that petition or memorandum you were asked to sign may finally be a note or a receipt. Most business men know of raised checks or forged wills but do not understand the real significance of a questioned document until they have been compelled to defend a genuine one or attack a disputed one in court.

With the tremendous increase in the use of documents in all lines of business during the last fifty years has come a corresponding increase in their use in fraud and crime. It is astounding to know that the money lost each year by forgery and fraudulent alteration of documents exceeds many times the amount lost by theft, including hold-ups and bank robberies. These losses undoubtedly run into the millions of dollars. When a few scratches with a pen, a slight erasure, or a few added typewritten characters will change the ownership of a city block, cancel heavy financial obligations, or free a murderer, it is easy to see how tempting the field is to the dishonest. Take some examples, for instance:

"Arthur L. Worthington refuses to pay a note against him, claiming that he did not sign it."

"James C. Snyder died in 1916 leaving a large estate. The signature to his will was attacked on the ground of forgery. Failing in this direction, an alleged new will of a later date was produced and offered for probate. Notes and other claims against the estate, amounting to half a million dollars, were also presented by these contestants. The signature to all of these papers were disputed and had to be decided in court."

"ESTHER McALLISTER was drowned in a lake near her home. A pencil-written note was found, presumed to have been written by her. If she actually wrote it, her death was suicide; if she did not, it was murder."

"A bank draft, claimed to



Elbridge W. Stein is a member of the Rotary Club of Philadelphia, Pennsylvania, with the classification of "Examiner of Questioned Documents." His specialty covers all phases of the production of a document including the various methods by which documents are fraudulently altered or produced, and oftentimes the manufacture of the paper itself.

be for \$6.00, was bought in Goldsboro, N. C. In a few days it was received in New York, but now called for \$14,034.70. Was it changed? If so, when, where, and by whom?"

"The Cumberland Coal Co. made a typewritten contract to deliver the entire output of mine No. 9 to one dealer for a period of four years. At the expiration of this time the dealer claimed that the time was not 'four' but 'fourteen' years

as his contract now showed. The word 'four' came at the end of a line. Was 'teen' fraudulently added?"

"Mrs. W. W. Stayner received a package of cake by mail. She and her husband ate it. He died and she spent weeks in a hospital recovering. Arsenic was found in the crumbs of cake. The typewritten address on the package furnished the only tangible clue to the discovery of the sender."

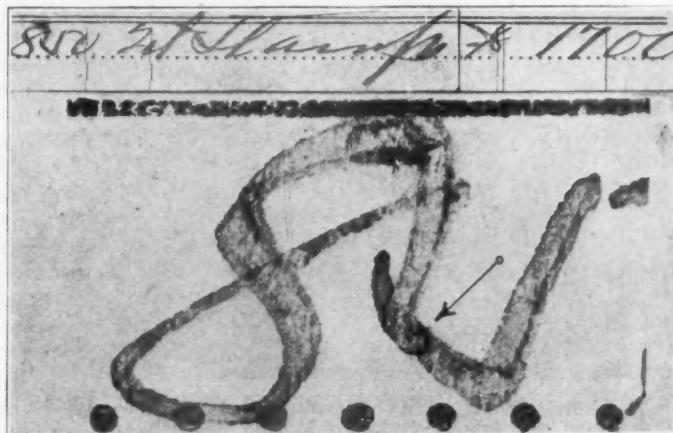
"A factory girl was killed in the west. If the person accused of the murder wrote the note luring her to the place where she was killed he was guilty; if he did not, he was innocent."

**S**UCH problems as these are arising all of the time in relation to documents, and upon the correct determination and proof of the facts in them depend fortunes, reputation, property, the liberty of some person, or even life itself.

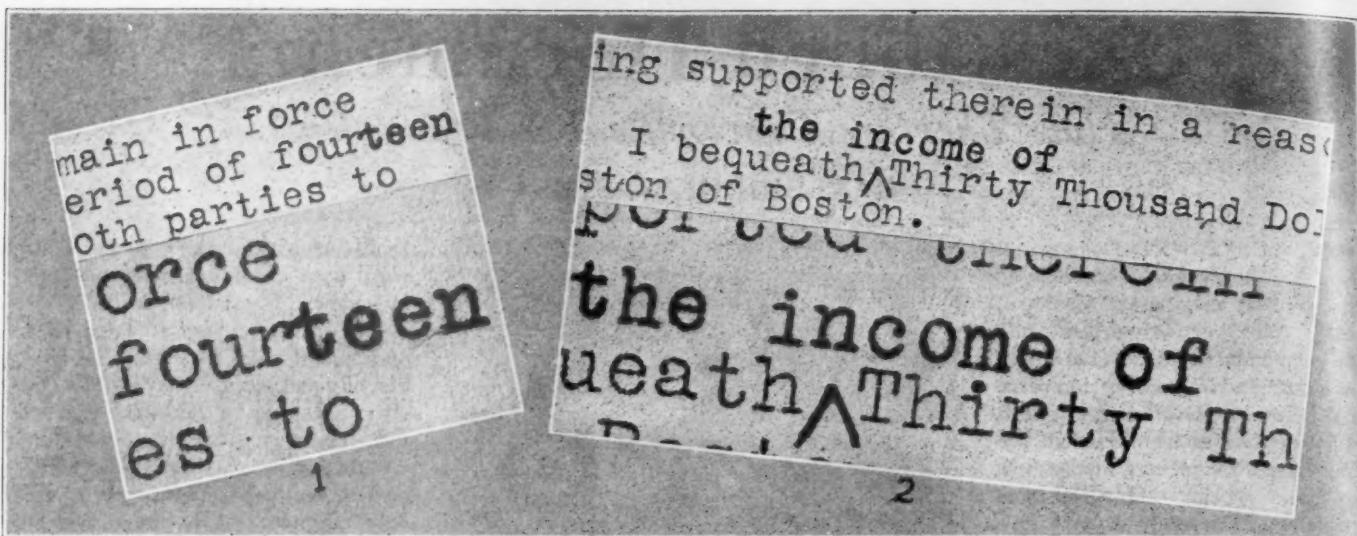
Papers of many kinds are questioned for various reasons and finally reach the courts in an effort to determine which are good and which are bad. A document may be suspected because of its very tardy appearance. A will that is not brought forward until the estate is just about to be finally settled, or after the failure of another line of litigation, with the explanation that it has just been found in an old book in the library, or in a bird's nest up in a tree, does not ring true. The incomplete and unsatisfactory record of who had possession of a document, or the weird story of its strange birth, may shroud a

paper with suspicion right from the beginning of its known existence. Strange tales that tax both the imagination and credulity of really rational minds are invented to explain the appearance of bogus documents. It is related in "The Problem of Proof" that, "A man saw a rat run under a board in an old house down in 'Arkansaw,' so the story was told in court, and in pulling off the board to catch the rat a will fell out that was the basis of two protracted trials in the State of Texas. This rat's-nest will was finally declared to be a forgery."

Checks, notes, contracts, wills, leases, letters, tele-



A photograph of a receipted voucher for "50" 2-cent stamps, subsequently raised to "850" by inserting an "8" in front of the "5" and changing the amount from \$1.00 to \$17.00. The enlarged photograph of the "85" shows that the last stroke of the figure "8" is on top of the "5."



The first photograph shows an altered contract. The dispute was whether "teen" was written with the same typewriter and at the same time as the entire document. Note the "t," the spacing between the "r" and "t" and the difference in the condition of the typewriter ribbon. No. 2 shows a disputed section of a will. It makes considerable difference whether you get thirty thousand dollars or the income from it. This

is purely a question as to whether the interlineation was written with the same machine and at the same time as the writing of the original document. Note the slant downward of the inserted line, the difference in the degree of roundness of the small "o's," and the form of the small "t." Apparently all typewritten letters have the same general characteristics, but under the microscope no two letters are exactly the same.

grams, confirmations, entries, receipts, vouchers, carbon copies, sales tickets, memoranda, and stock certificates are some of the different kinds of documents that are disputed; and the problems cover signatures, typewriting, erasures, handwriting, corrections, interlineations, additions, substitutions, sequence of lines, seals, fasteners, pens, inks, pencils, paper, and time of writing.

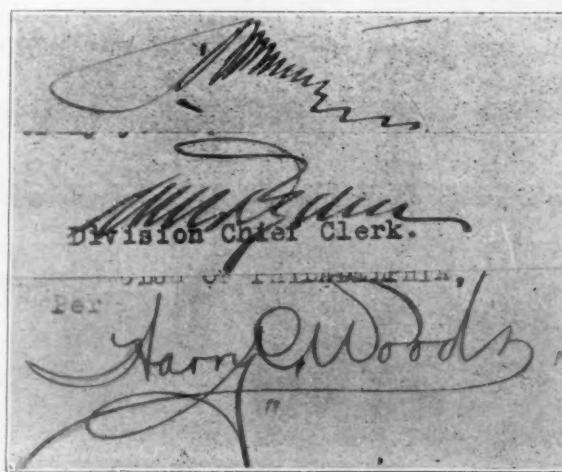
IMITATION is as old as the biblical period of Jacob and Esau, but at no time in the world's history has it been done so skilfully as today. A signature to a check can be forged so well that the bank will pay it without the slightest hesitation, and there are a few cases where a forgery has been so skilfully executed that the man whose name was forged could not tell from the signature alone whether he had written it or not. Fortunately the great mass of forgery is bungling work, but many times it requires those who are especially skilled and trained and who devote unlimited time to these investigations to detect the work of some of the cleverest crooks. Many branches of applied science—optics, microscopy, photography, chemistry—are relied upon to separate the false from the true.

The signature to a document is the point upon which an attack is usually made and as a rule a document is fraudulent because it contains a signature that is not genuine, but this is not always the case. A spurious instrument may be built around a genuine signature that had been written for another purpose, or where a document consists of more than one page there may have been a

fraudulent substitution of pages. For example, "the second page of a will of a wealthy New York manufacturer contained just six words of the actual bequests together with the signatures of the testator and the witnesses. When the will was offered for probate the signature was suspected but found to be genuine. During the investigation, however, it was discovered and finally proved that the first page of the will was written on a new No. 10 Remington typewriter but that the second page was written on an old Remington machine. It was finally conclusively shown that the machine used to write the fraudulent first page had not yet been manufactured when the will was signed and attested, and that this particular machine after it was made was in the office of the person who had

the custody of the will and who would profit by its changed provisions."

There is no one process or method by which all documents can be tested for genuineness with a positive result in each case. It sometimes happens that the part of an instrument that has never been suspected contains the key which unlocks its history. The paper upon which a document is written may not have been manufactured until after its alleged date, or the paper may have been torn from some old book, or sold by a dealer at a time wholly inconsistent with the contention of the party producing the document. Dated watermarks and watermarks of special design sometimes definitely fix a date before which a document written upon paper containing them could not be genuine.



The first signature in this group is one that is easily forged, cannot be read, and should never be used. The second is not sufficiently plain to be easily read, but is a fair example of the average business signature. The third contains all the elements of a good, business signature. It is plain, rapidly written, contains smooth lines, and is the kind that is rarely forged. Study it.

THE torn perforations on a check or other instrument may match a particular stub and thus upset the entire story of its origin. The writing may have been done after the paper was folded, and still other things about the use, quality, or manufacture of the paper may show when it was made or who prepared the document. The ink sometimes tells the whole story of the fraud. It may not have turned black until after it was produced, although purporting to have been written many years before. The use of an entirely different kind of ink to write an important part of a will or contract may not match the story, or on the other hand, may corroborate other indications that it is a genuine addition.

It is not to be inferred that all disputed documents are fraudulent, or that all unsigned writing



It is difficult to forge a signature written in an easy, flowing hand. Defective line quality of forged signatures is shown in illustration No. 1, compared with the genuine signature. The strong, smooth shading on the capital "S" could not be copied by the forger. No. 2 shows signatures to two notes presented against an estate. They have been photographed under ruled squares which shows a similarity of form, size, length, and spacing which with other qualities in them indicate that they were both traced from the same model signature. No. 3—By

a curious coincidence the date of this will, January 3rd, 1912, came within the field on the paper where the watermark shows that the paper was not made until 1913. No. 4—The first signature is a freehand imitation forged to a transfer of stock. The lack of freedom and smoothness of the lines, as well as the retouching and repairing of the lines is in abrupt contrast to the speed, vigor, and smoothness of the lines in the genuine signature shown just below. From these examples it is easy to realize the exacting processes used in detecting forgeries.

was written by the one accused of having written it. Genuine signatures to valuable documents are sometimes denied by the actual signers; and legacies, as well as entire estates, are jeopardized by attacks upon a perfectly good signature to a will. This kind of litigation when aided by perjury and a skilful and unprincipled advocate, is occasionally successful. Especially is this true when the defense knows that such a denial or attack is plainly an attempt at fraud and feels confident that the integrity of the document itself and ordinary proof of genuineness will be sufficient to sustain it. Some people have yet to learn that it is possible under certain conditions, and in some courts, to establish legally that in effect "black is white" and that wrong and fraud occasionally prevail against right and truth. The business man who has not had occasion to go to court to sustain what he knows to be a genuine document is sometimes astonished to learn that this is often a difficult process and that sometimes it is unsuccessful.

Imitation of a signature is usually done by one of two methods—tracing or free-hand. Either of these methods are free-hand. Either of these methods is a careful examination of a spurious signature usually shows that the line quality is very deficient. Instead of the

strong, forceful, smooth lines of the genuine signatures, there are, instead, slowly, consciously, and carefully drawn lines which show that the signature has not really been "written."

A traced signature is betrayed by the model from which it was made if the model is found. The close mechanical agreement between them in size, spacing and forms of letters, together with the defective movement shown by the unsteady lines, brands the signature as false and points to the method used to produce it. A free-hand forgery or imitation of a signature is usually detected by the differences between it and the genuine writing. It may be done too well or it may vary in some inconspicuous, yet significant detail of form or movement. It is a difficult thing to copy the exact forms of letters in an unfamiliar signature and at the same time do it with the same degree of skill used by the writer of the genuine ones.

PLAINNESS, smoothness and speed are the essentials of a good business signature. Each letter in a name should stand out with perfect legibility. There is an erroneous idea that an odd, eccentric signature consisting of an illegible maze of lines jumbled together in an intricate way is difficult to forge. This

tangled-line, picket-fence signature is not only an easy one to imitate successfully—a few lines more or less makes no difference—but is an open invitation to the forger and a constant irritation to those who attempt to read it.

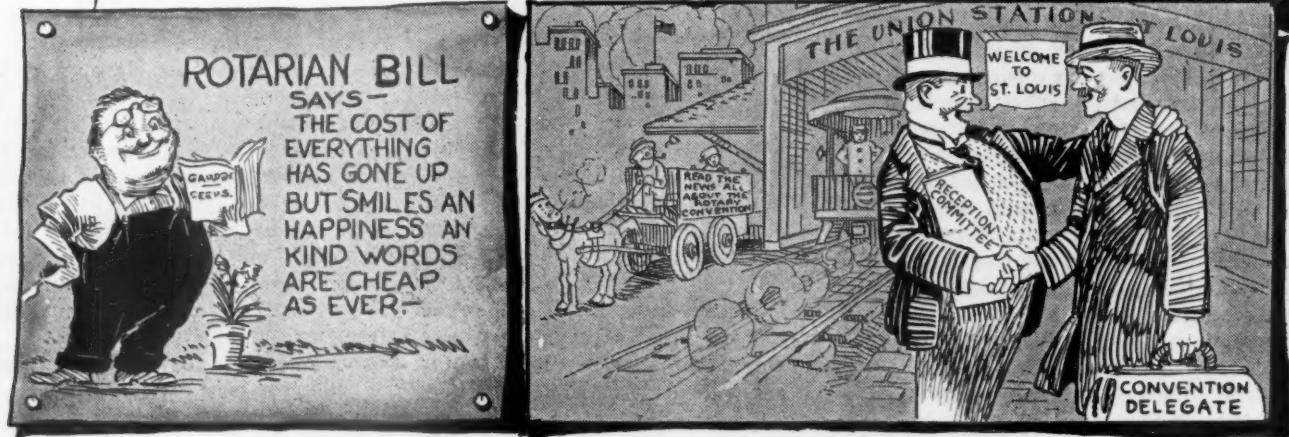
Names should be spelled out in full where the signature would otherwise be short. A larger quantity of writing is more difficult to forge successfully than a few letters, therefore, if "Theodore Opp" were to write his name "T. Opp" it would be much easier to forge than if he wrote it out in full. It is not advisable to use very broad stub pens and neither stylographic pens nor lead pencils should be used for signature writing. A simple rubric or flourish is a good thing to add to a signature, but it should not be made so as to obscure an otherwise legible signature, and it should not extend so far below the letters that it could not be used in the space for the signature on a check. A signature should never be retouched, mended or overwritten in any way but written freely and rapidly.

But few can write with a high degree of skill, yet most writers can speed up their signature writing somewhat and thus write their names in a way that will make it more difficult to imitate them

(Continued on page 298.)

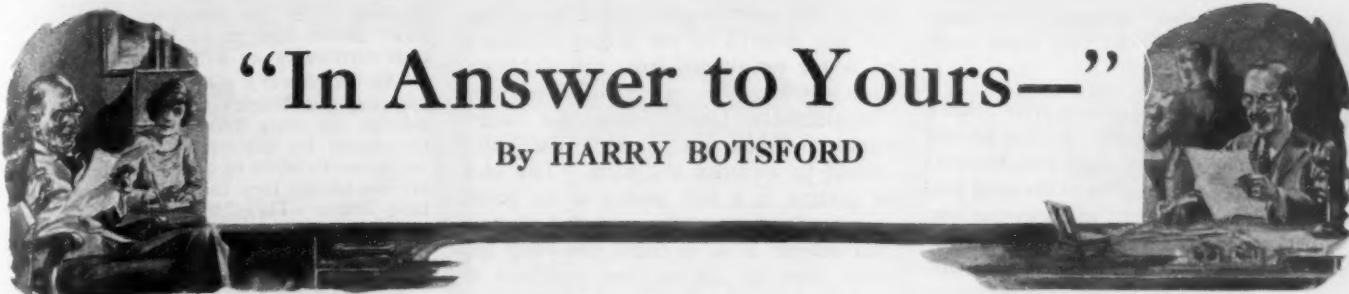


## THE NEW ROAD.



ROTARY REMINDERS—By Bob Boardman

[The cartoonist is a Rotarian of Salem, Oregon]



# "In Answer to Yours—"

By HARRY BOTSFORD

**T**WO kinds of letters cross every desk: One kind, paper, ink and formality—goes the way of the waste-basket. The other—logical, human, appealing—draws the eye, grips, sways, and convinces. One is the product of careless routine; the other of conscious creation.

Forty or fifty years ago the only letters that showed any symptoms of red-blooded authorship were impassioned love missives and the heated chronicles of political aspirants. Then it was the custom for one business man in answering a letter from his jobber or from a customer, to seize his quill and after making a few preliminary flourishes, start off in this manner:

"Dear Sir: I beg to acknowledge receipt of your letter of the seventh ultimo and in reply will say in answer to yours—etc."

Then after carefully reviewing the whole transaction in intricate and complicated language, he would sum up his side of the matter in a page or so, and then sign the whole, "Your most obedient servant." Having had, at various times, the privilege of going through old files of business correspondence, I am of the honest opinion that doing business by mail in those days was an occupation which might very justly come under the classification of "heavy labor." Not only did they make heavy work of writing; but the reading also was heavy work.

Then someone, somewhere, conceived the idea that human interest could be woven into a business letter as well as into a personal message, that a business letter, after all, was a personal message and that it was possible to talk to a man a thousand miles away in the same words one would use if the man sat beside one's desk. The idea was revolutionary and the business and professional world were slow to adopt it because it seemed utterly reactionary and radical in aspect.

**T**HAT discovery, developed, has of itself, dissolved distance and placed inter-relationship of business men upon a basis of courtesy and intimacy that no other medium could accomplish.

A letter is only composed of paper, ink, and words, but it is an object of tremendous possibilities. A letter has first call on the attention of a business or profes-

**B**USINESS correspondence can be divided into two classes: The cold, formal type of letters and the cordial, friendly kind that win confidence—and customers! While both kinds reflect the personality of the writer, the formal, conventional type are sometimes misleading as a mirror reflecting the writer for oftentimes he attempts "fine writing" where an easy conversational style would bring better results. This article, in which the author discusses the relative values of the two kinds of correspondence, is written from the perspective of several years of careful observance.

sional man in the work of the day. The first work in every office is the reading and answering of mail. Salesmen may wait in the coldness of the outer office and buyers may linger in the waiting or reception-rooms while the executive reads a letter written by a man a thousand miles away.

Consider the magic of a stamp which bears the profile of the founder of America; it has an entrée everywhere; it eliminates physical distance entirely and makes merry of isolation. A widowed and poverty-stricken woman in the mountains of West Virginia can use that little messenger and it can carry her sorry tale to the inmost room of the White House; I sit in a pleasant room in a big farmhouse entirely surrounded by snow and it carries my message to a certain office in Wall Street and Charles Schwab writes me a letter—and sends it to me by virtue of that little red messenger. It will take for me a message to a friend of mine who lives on a country road in England between Scarborough and Lewisham by virtue of rail and water transportation and country post. Magic! Pure magic, harnessed and obedient to the wishes of those who own it.

Consider the mail that comes to your desk each day. Each letter you read is typical of the man or the firm which sends it out. Here is one letter that is breezy, cheerful, and friendly—it is from a chap who wants to sell you some life insurance and he starts out his letter in such a way that your interest is captured. "If this letter were printed on a thousand dollar bill, it could scarcely be more valuable to you than the message it now contains" he starts out. Can you imagine a good business man—any person with a spark of curiosity—throwing

that letter aside without finishing it.

Here's a letter from a concern making good shoes which desires to sell you some of its goods. Out of the mass of the mail it sticks out with the same degree of intensity that a colored gentleman shows in a snow storm. It is a "different" letter—in every way. In small type in the upper left-hand corner you note this: "We omit from our letters the merely formal terms of politeness as well as assurances

of self-evident esteem. Simplifyd spelling is used thruout." Perhaps you do not favor "simplifyd" spelling; and perhaps you do not hold to a belief that it is good business to leave out the usual forms of polite salutation; assuming that this is your attitude, I will venture to say that if you had received ten letters from shoe manufacturers, that this letter carried with it enough personality to make it the outstanding one among the others. The writer of that letter has given his letters a distinct personality that makes them original in every respect.

**H**ERE is a letter which reverts to the stone age of business correspondence; observe the stilted and stereotyped length of this tiresome and much too-long sentence:

"Our connections are such as to make it possible for you to place your order with us right here in the city, where we can show you the goods and demonstrate the efficiency of our cars, and we hope that just as soon as you receive the catalogue you will look it over carefully and make it a point to call at our salesroom which is connected with our general offices, and give us an opportunity to show what our cars can do."

Just contrast the following letter, characteristic of a certain tailor with the one just quoted and note the refreshing ease of expression that is used:

"Do you know that Henry has been cutting clothes for some of this city's best dressers for the past ten years and that some of our old customers run in from out of town just to get that perfection of fit they know that only Henry can give? This is just an indication of the confidence particular dressers have in our ability to give clothes comfort and satisfaction."

This letter has personality—the tailor even tells you the name of his cutter and you feel moreover that he is sincere in

his desire to serve. Mentally, you make a note that you will let this tailor build your next suit.

DO you remember among your friends one who is a member of that ancient and honorable profession of architecture? If you do, try an experiment the next time you see him. The result will surprise you.

Just ease yourself into your friend's office sometime when he isn't rushed with work and ask him if he ever heard of a chap down in Sumter, South Carolina, by the name of Ryttenberg. You're bound to get an immediate reaction. "Ryttenberg?" He ponders just a second and then his face will light up with a grin and he will say with a chuckle, "Oh, yes, that's the chap who writes the 'Architectural Love Letters.' Of course I know him! Only man I ever knew who had sense enough to write letters to an architect under the assumption that he was a real human being!"

Doesn't that sort of whet your appetite and doesn't it make you want to know something about these letters? Here's the story. Irving A. Ryttenberg is president of a company in Sumter which makes a particular kind of brick that is different in color and texture from the ordinary kind. He's commonly known as "Rytt" to a wide circle of friends. I've read his letters and any man who can write letters such as he writes is a friend of mine—hence, I'm going to call him "Rytt" from now on. If he resents the familiarity, he can try heaving one of his famous "Airedale" bricks at me. I'd like one, anyway, for a paper-weight!

IT started out like this: Ryt knew he had a good brick and one which was unusual in every respect. As the product was unusual, Ryt felt that it should be presented in an unusual manner—forceful and compelling. The idea for a series of letters to architects came to him one day and as a result the first of the series of "love letters" was conceived.

At this time, Ryt did not know a single architect—at least any of the top-notch-

ers in the profession. His first mailing list was secured by the simple expedient of taking ten names from the *Architectural Forum*. He called this letter the "Wastebasket Letter" and for sheer nerve and courage, I think the letter should be awarded the palm. The idea of putting in a few smiles in the letter to a profession usually regarded as staid and solemn is a splendid one—but the very idea of asking the architect to *classify himself!* Here's the letter.

"Mr. Archi Tect,  
"Somewhere, U. S. A.

"Dear Sir:

"We divide Architects into four classes, real Architects, regular Architects, mediocres and 2 x 4's. If you are so unfortunate as to belong to either of the latter classes, you will not be interested in our product and will be wasting time to read farther, as it takes a *real* Architect to appreciate something as new and different as our brick.

"Two hundred years B. C. a Chinese philosopher said, 'There is nothing new under the sun.'

"Somewhere else we have heard about it being as difficult for a camel to go through a needle's eye as for a rich man to enter Heaven or a Brick Manufacturer to get beyond the chief draftsman and reach the

'Main Guy' in the Architect's office. We have shown both to be fallacies and with your permission we will prove it to you.

"An Architect's time is valuable and knowing this I don't waste it. Those considered the most difficult to approach are the easiest for the one who has something really worth while to offer. The bigger they are the harder they fall for our Dixie Texture Brick. These brick are so different and they have none of the mechanical sameness which you have always regarded as a necessary evil of quality brick.

"In addressing this letter to you I know just as much about you as you do about me, but if you are what we hope you are, you are going to know something of our unglazed flashed brick. You never heard of such a thing before, have you?

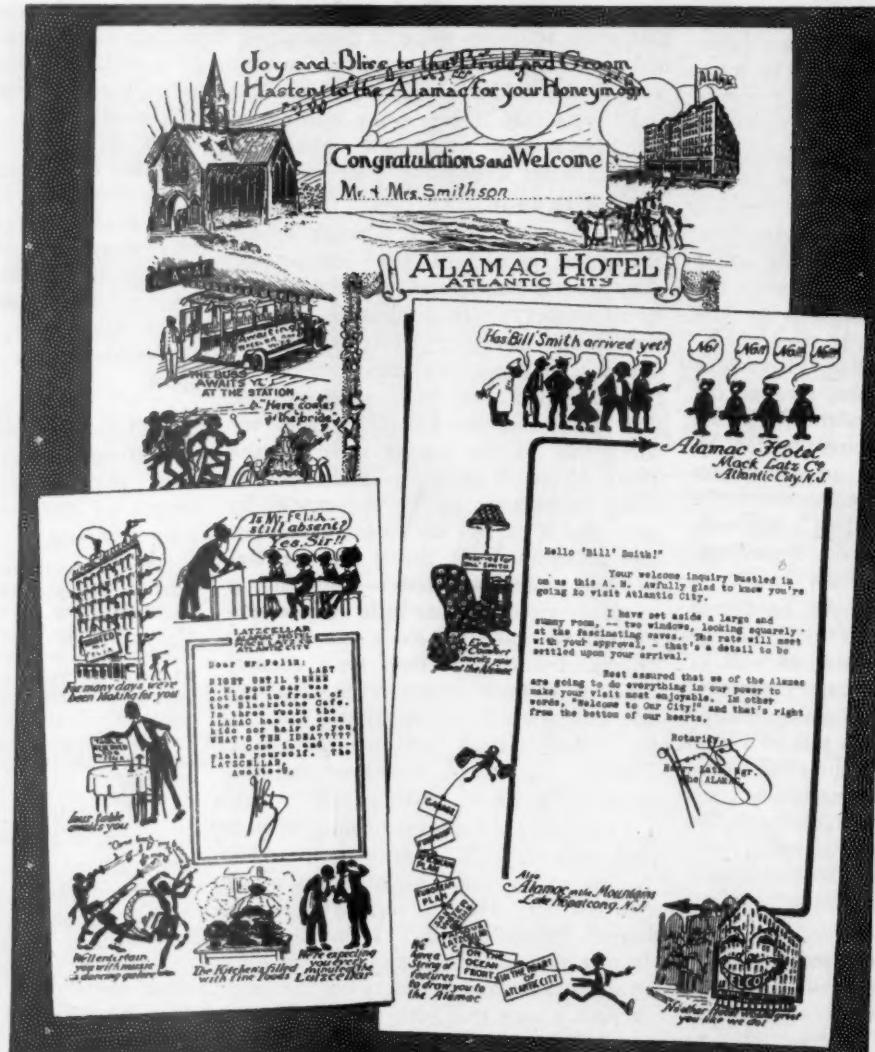
"One man wrote us they reminded him of an Airedale dog—they were so darned ugly they were beautiful—and then sent us an order for a \$100,000 residence. Please classify yourself by letting us know if you think you will be interested. We will send you samples to prove there is something new in brick, and we have it."

IMMEDIATELY before the salutation of this letter, and printed in red ink, Ryt said, "May the Good Lord save this letter from the wastebasket until you have read the first paragraph."

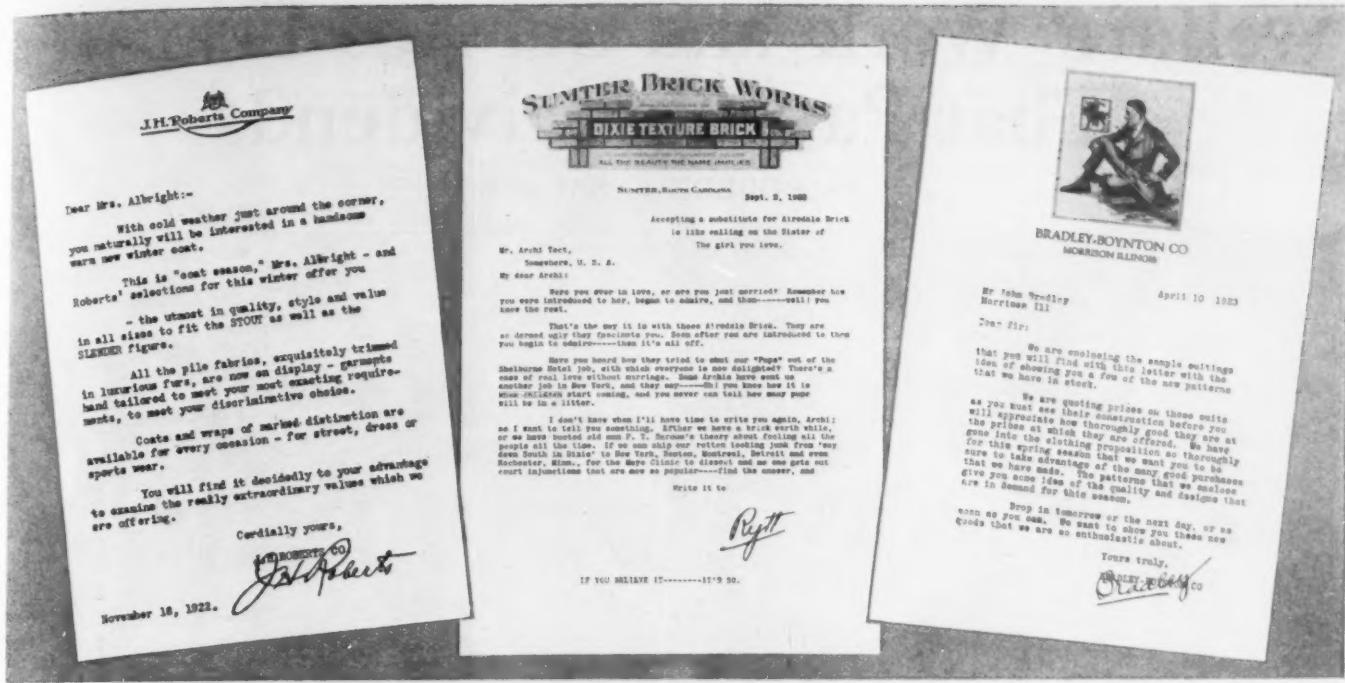
Apparently architects liked the letter. It certainly impressed in an indelible manner upon their minds the personality of the writer and his product. This letter was sent to a list of only ten leaders, remember. Well, more answers came in than letters sent out. Some passed the word along to others. One letter was received from a New York City architect. He said, "We fall for the subtle flattery of your letter and find ourselves suddenly very interested in your brick. Will you do us the kindness to send us a few samples and quotations?"

THE success of the letter was so encouraging that the same letter was sent out to architects in cities where dealers were established. These letters, too, by reason of their approach and personality plus, accomplished excellent results.

In due course of time Ryt wrote



"Personality letters," of which the above are fair samples, are being used with marked success by Rotarian Harry Latz, manager of the Alamac Hotel, Atlantic City, N. J. The decorative sketches carry a distinctive note of welcome that is always appreciated. Imagine the surprise and pleasure of a newly married couple upon receiving a letter of congratulation and welcome, "illustrated" as shown above.



A change has taken place during recent years in the type of business correspondence between firms and their clients. A striking example is the very unusual letter shown above, one of a series mailed by a brick manufacturer to architects. Also note the cordial friendly tone conveyed in the other letters.

other letters—each one of which is a model of the unusual in correspondence with professional men. Space forbids that other letters be quoted in full but here are a few extracts taken at random from the rest of the series of live-wire letters:

"The time has come," the Walrus said.  
"To talk of many things:  
Of shoes and ships and Dixie Bricks,  
Of cabbages and kings."

—Apologies to Mr. Lowell (sic).

"You are about to ask about the price.  
"Like yours, our charges are reasonable  
and commensurate with the service rendered.

"Architectural Love Letters have an Objective. It is not Facetiousness. Selling Face Brick to an Architect is Like Kissing a Girl. *Why?*

"Any man with sufficient strength can grab, hold and kiss a girl once. He may get away with a scratched face or a blacked eye but he can never come again, not even to the house.

"The proper way to sell an Architect is to court him as you would a girl, showing the individuality, originality or any other qualities you or your product may possess and, by arousing his interest and curiosity, create a desire for a sample.

"If your kisses or samples are above standard, you will always be welcomed and an invitation to deliver stock will be forthcoming."

Rytt says of the letters that they have done more than they were intended for—the real purpose of the letters was to let architects know about the brick—the selling end of it was then up to the local dealer. The letters have sold brick—lots of them. Rytt is just back from a trip spent in visiting architects and in almost every case he found a hearty welcome traceable to the good-will built up by the letters. In his office he has file after file of comment on the letters. A

few of the letters say that the writer thinks the letters are rotten—but—they ask to have more of them!

In brief, Rytt is to be congratulated, I think, on this series of letters. They are human and they have done a big, difficult job in introducing a new brick to a profession that is commonly supposed to be too professional and dignified to be approached other than in the sober terms of a specification.

**D**ID you ever stop at the Alamac Hotel in Atlantic City? If you have you have carried away with you some mighty pleasant memories of an hotel where everyone of the employees from the manager to the bussboy seemed interested in making your stay pleasant in every respect. The Alamac is a very successful hotel and the promotional activities are in charge of Harry Latz, manager and one of the proprietors and incidentally a Rotarian, as is also Rytt, writer of love letters.

Letters play a mighty important part in the business of this hotel. For example, you write them for a reservation and in reply you get a letter from Harry Latz that makes you wish your vacation started tomorrow. Facsimiles of a few of their letters are shown elsewhere. Note the border decorations! Makes Bill Smith feel pretty good, doesn't it?

And the letter! Just read it aloud and see how friendly it sounds—just as intended, it reads like a letter from an old friend who is expecting you to be his guest for a while:

"Hello 'Bill' Smith!  
"Your welcome inquiry hustled in on us this a. m. Awfully glad to know you're going to visit Atlantic City.

"I have set aside a large and sunny room—two windows, looking squarely at the fas-

cinating waves. The rate will meet with your approval—that's a detail to be settled on your arrival.

"Rest assured that we of the Alamac are going to do everything in our power to make your visit enjoyable. In other words, 'Welcome to Our City!' and that's right from the bottom of our hearts. Rotarily,—etc."

Nice letter, isn't it? That approval just naturally slips out and it is as sincere as the gentleman who wrote the letter!

And the Alamac lives up to the promises made. The minute you get off the train a courteous porter whisk bag and baggage and your own self into buss, and flowers in that buss make it a trifle cosier. Doormen and bell boys display unusual courtesy in greeting you on arrival and the waiting clerk appears sincerely happy and says, "Welcome, Mr. Smith." You arrive in your room and find a vase of flowers for Mrs. Smith. Meantime the office is busy. A card is sent to the local secretary of the Rotary Club notifying them of Bill Smith's arrival. If the man is a member of some other organization, we understand that the same service is rendered. Other items of service—complimentary wash-rag, shoe cloth, clothes brush, sample of tooth paste, powder, and shaving brush—all these grace the bathroom. Forgotten your tooth brush—the management furnishes you with a new one at no cost. The head-waiter greets you by name and—but no more of service—I must return to letters.

Here's still another type of personality letter that produces business and good will for Harry Latz:

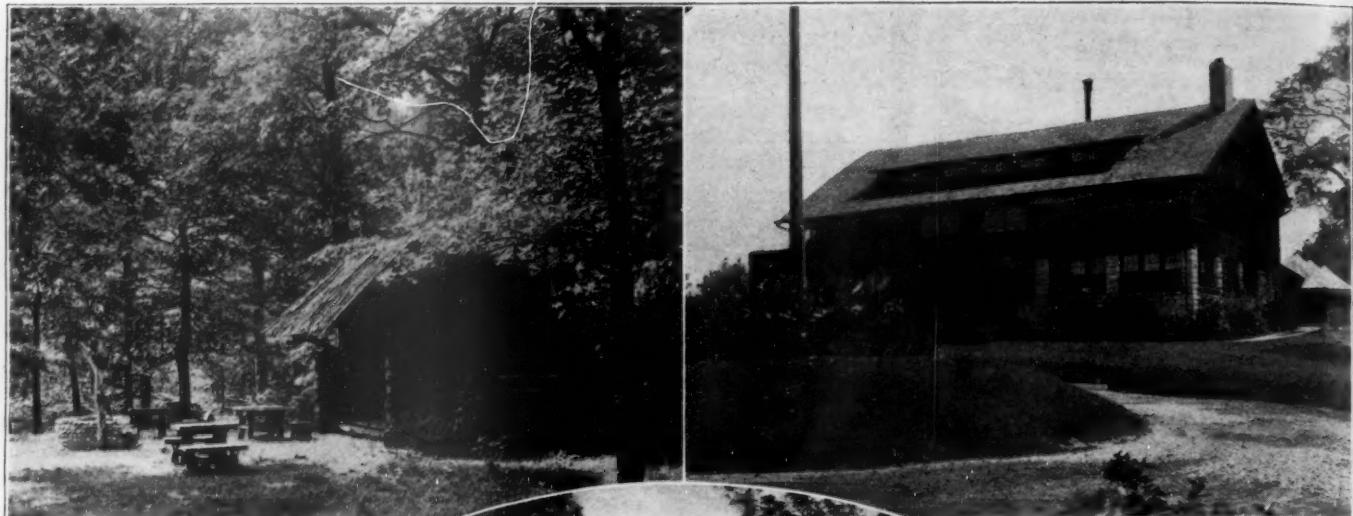
"Dear Mr. Man:

"A mysterious man murmured that you were coming to Atlantic City next week and said you were going to put up at the

(Continued on page 307.)

# Welfare Work and Service Features That Pay Big Dividends

By ROBERT F. SALADE



THE solution of the so-called labor problem is to be found in that most remarkable essay "Compensation," written by Ralph Waldo Emerson, which deals with the dual nature of human relationships. As Emerson points out, we get from life just what we put into it, and the success of our relations with our fellows is largely determined by the attitude which we assume in dealing with them. Thus the employer who provides for welfare work

for his employees will find that it pays from the efficiency standpoint as well as from the personal satisfaction that he derives from being to his employees something more than just "the boss."

The ideal relation of capital and labor is that of free-cooperation for mutual benefit. Anything which tends to produce this result is desirable from an industrial and economic standpoint whether it is known as "welfare work," "service to employees," "personnel work," or any other of the numerous variations of the theme. In some instances such work takes the form of restaurants, restrooms, social activities, or entertainments for the employees. In others, it comprises medical service, insurance benefits, or other provisions for their health and safety. Still other employers have arranged profit-sharing plans by which the employee's efficiency is directly related to his pay check. There are also some firms which offer the employee opportu-

nities for further education of either a technical or general nature. But all these plans tend to the same result—better relationship between employer and employee—a reduced turnover of labor—and more efficiency in the plant, resulting in a better product and a greater output.

IT is the wise employer of labor who adheres strictly to the law of compensation in all of his dealings with men. And, it is a wise employee who will keep the same law. The employer gains nothing by trying to make machines of his workers. And workers will not advance a step in any attempt to deceive their employer. Nothing in the way of permanent results can be accomplished merely by force, either by employer or employee. Strikes and lockouts of workers have brought very few good results for any of those concerned.

Often has it been said that the greatest thing in the world is love. The em-



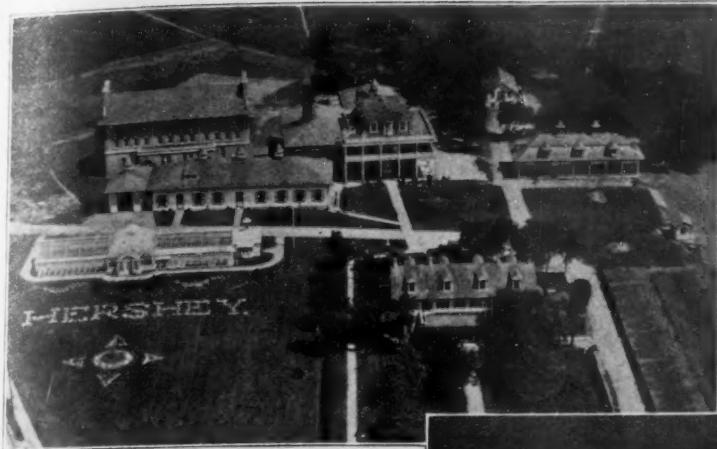
Above—Recreational privileges are available to all employees of the National Cash Register Company, of Dayton, Ohio. At left is shown one of a number of sheltered camps and at the right, "The Old Barn Club," a popular recreational center. Below—the Country Club, built and maintained for employees of the Curtis Publishing Company of Philadelphia, Pennsylvania.

ployer who loves his workers in the broad sense of the term has already solved his labor problem. And love does not necessarily mean impractical sentimentality but it does mean genuine, honest affection, words of encouragement, acts of kindness, and absolute justice. There is such a thing as an employer being "in love with his work," on the other hand it is difficult for an employee to reconcile his love for his work with actual conditions when he is employed by selfish, greedy and oppressive interests.

However, working conditions in the great American industries are constantly improving. The dingy workshops of the past have largely been replaced by clean, sanitary, "daylight" factories. The workers, as a rule, are receiving high wages for their labor; their lives and health are being safeguarded; and, in many instances employees are participating in various benefits and profit-sharing plans which were undreamed of in the past.

The splendid welfare work now being conducted by many large employers for their workers easily proves that the spirit of the Golden Rule is by no means dead. A great deal of this welfare work is going into the pay envelopes of the workers, while a considerable portion of it is devoted to the health, comfort, and happiness of those who receive the pay envelopes.

To cite one example, a large number



of manufacturing concerns have provided cafeterias and lunchrooms for their employees where hot, substantial meals are served at cost. In a few instances, figuring the overhead, the meals are served below cost, this expense cheerfully borne by the employers because they want to give workers the benefit of good food served without undue loss of time. Such restaurants are often the scenes of many happy gatherings, and they help immeasurably in making the employees of a plant just like one big family. Special dinners are arranged on holidays and other occasions with musical entertainments to add interest and promote fellowship.

Among the leaders in such welfare or "service" work are the National Cash Register Company, of Dayton, Ohio, one of the pioneers in welfare work for employees, and the Hershey Chocolate Company of Hershey, Pennsylvania, community builders. There are many others such as the Curtis Publishing Company, Philadelphia; Ford Motor Company, of Detroit, Michigan; Doubleday, Page and Company, of Garden City, New York; American Optical Company, of Southbridge, Massachusetts, and hundreds more which are doing excellent work along welfare lines.

THE names which have been quoted are particularly notable. The beautiful town of Hershey, Pennsylvania, was built by the Hershey Chocolate Company mainly for the benefit of its employees. In this town, which is one of the finest industrial towns of its kind in the world, are schools, community buildings, free libraries, auditorium, a spacious park, and even a zoological garden. The company has assisted hundreds of workers in buying their own homes. There are first-class restaurants, a country club and special educational courses for all who care to take advantage of them. The factory buildings are of the most modern construction; all work is performed under perfect sanitary conditions; there are restrooms; and certain periods are set aside for outdoor recreation. There is a hospital in charge of doctors and trained



At right—the large dining-room for employees of the National Cash Register Company Dayton, Ohio, where meals are served at cost.



nurses; every worker is given a vacation with pay, and there are many other advantages which appeal not only to the employees but which are planned especially for the welfare and happiness of their families.

The town of Hershey, often called the "chocolate and cocoa town," was laid out by an expert in town planning. It is model in every respect. Throughout eight townships in three great agricultural counties, comprising eight thousand fertile acres, are also located a series of 75 model farms. Each farm is a separate unit, having its own modern dairy with its own equipment and all electrically equipped with the latest appliances for both labor-saving and sanitation. The homes of the farmers and dairymen have every convenience, and these model farms together with the industrial town of Hershey, is the mecca for thousands of visitors from all over the world each year.

Co-operation and ideal community life are the underlying forces in this industrial town. This is well illustrated, for

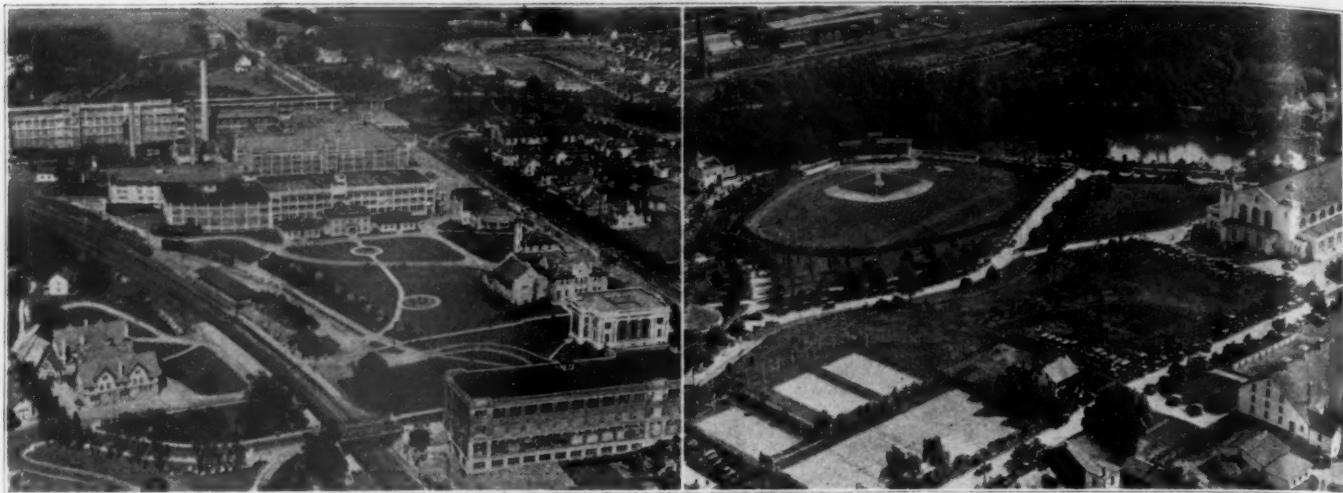
At left—Industrial School for boys maintained by the Hershey Chocolate Company, Hershey, Pennsylvania  
Below—one of the 75 model Hershey farms.

example, in the "Hershey Department Store." Instead of having many small stores with incomplete stocks, a department store was established that would give quality and service and afford the wide selection offered by modern city merchandising. Other enterprises in this community of mutual interest, not mentioned before, include banking, merchandising, parks, theatres, an electric railway and electric lighting and telephone systems; in all, a score of different undertakings employing several thousand people.

In addition to the "consolidated school," including both the common and higher grades, is the Hershey Industrial School, beautifully laid out on some 800 acres of land, located one mile south of Hershey. A charming old house which was Mr. M. S. Hershey's birthplace, the founder of the business, is used as the nucleus of the school. The school is arranged on the cottage plan, admitting groups of 20 boys to each cottage. At present there are seven cottages of boys,

new groups of boys being added from time to time. Boys whose fathers are dead are admitted between the ages of three and one-half and six years, provided they are dependent and sound in body and mind. All orphans admitted are given good wholesome food; plainly, neatly and comfortably clothed without distinctive dress, and comfortably housed. Due regard is paid to their health and physical training. They are instructed in several branches of a sound education, including agriculture, horticulture, gardening, and such mechanical trades and handicrafts or natural or physical sciences as, in the opinion of the managers, their best capacities and ability may merit or warrant, to fit themselves for useful occupations in life. This school is non-sectarian although the moral and religious training is very closely looked after. All the advantages of this school are gratuitous.

The welfare work of the Hershey Company is not confined to the industry in Hershey, Pennsylvania; it has extended to Cuba where is located a second model town also called "Hershey,"



Two very interesting photographs of Hershey, Pennsylvania, taken from an aeroplane. The first shows the central portion of the city. In addition to the chocolate factory there is a Y. W. C. A., department store, trust company, men's

club, cafe, and "Inn," and in the right foreground is shown the Central theater. In the picture at the right are shown the athletic field, including baseball diamond, tennis courts and swimming pool. In the distance can be seen Hershey Park.

about twenty-eight miles from Havana, laid out and built by the Hershey Company in 1916. Here are located the extensive sugar mills and plantations where more than 5,000 people are employed. Everything is modern and the convenience of the workers is just as carefully considered as in the sister town of Hershey, Pennsylvania. The avenues are wide and macadamized, with cement sidewalks and long rows of shade trees. All of the homes are attractive, each with its lawn and garden and there is a beautiful two-story hotel with every convenience for workers and for visitors. At the time that this "sugar town" was laid out, a beautiful park was built for employees and their families, with a baseball diamond and many other amusement features.

FROM the welfare work being done at Hershey, Pennsylvania, let us go to another big industry concerned with the manufacture of an entirely different type of product. For many years the National Cash Register Company has been famous for its welfare work of which the company's army of workers is not only the beneficiary, but which extends to the general public of Dayton, Ohio, where the factory and offices are located. In fact, it may be truthfully said that this company's welfare work is of national scope, and has helped thousands of persons throughout the United States. The late John H. Patterson, founder of the business, is one of the pioneers of industrial welfare work. Hills and Dales Park, formerly a part of the estate owned by Mr. Patterson, consisting of some three hundred acres, was deeded outright to the city of Dayton in March, 1918, and \$10,000 a year for three years provided for maintenance. This park is now open to the public, which includes the "N. C. R." employees. The amusements and other features of the park include: baseball grounds, tennis courts, an eighteen-hole golf course, dancing

academy, basket-ball court, croquet and quoits grounds, billiard rooms, children's play apparatus, bathing pool, sand piles, and refreshment stands. The Old Barn Club is a community club operated by the company; it is open to any one living in Dayton or vicinity, and the dues are only \$1.00 per year. One of the features of the Hills and Dales Park is the sheltered "camping spots" with ovens and other equipment, including dishes. More than twenty thousand people enjoy these camps yearly.

The N. C. R. Schoolhouse has a seating capacity of 2,300, and it contains the latest stereopticon and motion-picture equipment. Every work day, entertainments are given at noon in the Schoolhouse for all employees. Several evenings during each month entertainments are given for workers and their families and often the children of employees participate in the entertainment provided for their parents.

The N. C. R. City Club is a downtown center of education as well as social activities for the workers. Some of the courses offered in the "Owl Classes" held at this club are: Salesmanship, advertising, public speaking, shop mathematics, dressmaking, mechanical drawing, accounting, printing, Spanish, home economics. There are other subjects but these will serve to give an idea of the range.

All employees are asked to participate in the "suggestion contests" which are held by the company, and \$2,000 to \$4,000 is distributed every six months to the winners. Some years, more than 15,000 suggestions have been received, and about one-third of all those received are adopted by the company. In addition to the prizes, a dinner is given to the winners, to which their families are invited.

There are accommodations for more than a thousand employees in the dining-rooms for factory workers, and there are separate dining-rooms for executives and office workers and women employees. The meals are served at the cost of food

and service. Another feature of interest is the Hygiene Department of the factory. The staff consists of two doctors, four trained nurses, two masseurs, and two dentists. In addition to looking after injuries, minor ailments, and the teeth of employees, this staff also conducts training in health education. As a result, the ordinary illnesses of employees have been reduced to a very low figure. A visiting nurse is available to make calls at the homes of any employees where illness has been reported.

All machinery in the various factory buildings is equipped with safety devices. Dry sweeping has been abolished and all polishing machines are connected with exhausts to carry off the dust. Large ventilation ducts provide the workrooms with fresh air. Pure spring water is available in every department, and employees are furnished with sanitary drinking cups, individual towels, and private lockers. Shower baths are available to all workers. Among the many other sanitary measures in force is the daily sterilization of all hair brushes and combs throughout the factory.

THE National Cash Register Company has made notable progress in the training of apprentices. All apprentices spend half of their time in the shops and the other half of their time in high school. In the shops they receive certain technical training (earning money while they work) and in the high school secure a necessary knowledge of high school fundamental subjects. Advanced apprentices are given special courses in the University of Cincinnati.

Children in the grade schools of the neighborhood where the factory is located are also given the opportunity to profitably employ their leisure time. And these opportunities are not confined to the children of employees. All children of the neighborhood are eligible. The boys' box factory provides training in the

(Continued on page 304.)

# Facts and Figures from the Conferences

MORE than thirty-seven thousand Rotarians and their ladies and other guests attended the thirty-nine district conferences held throughout the United States, Canada, Cuba and Mexico, and the conference of the clubs in Great Britain and Ireland. As a general rule the conferences this year have never been surpassed for constructive community work and enthusiasm.

The scope and power of a district conference is provided by constitutional enactment. A conference may take action upon matters of importance in its own district and also give consideration and adopt resolutions recommending action or legislation to Rotary International. Conferences are held at least sixty days prior to the date of the annual convention by the majority of the clubs in the respective districts.

All members are entitled to vote on all questions and matters presented at conferences except the selection of nominee for

district governor. Each club in the district selects one elector for every twenty-five or major fraction thereof of its membership, each such elector being entitled to cast one vote in the selection of the nominee. The nominees selected at the conferences held during the last three months will then be formally elected at the convention at Saint Louis. The eleventh and nineteenth districts were each divided in an effort to lighten the work of the district governor by reducing the number of clubs in each district. The first twenty-seven official reports received, representing 905 clubs, show only ten clubs not represented at their district conferences.

Based on these twenty-seven reports there was an approximate registration of eleven thousand of the fifty-two thousand Rotarians in these districts or about 20 percent. These figures do not include members of host clubs.

*The following is a tabulation of some of the most important facts and figures in connection with conferences held throughout the thirty-one Rotary districts during February, March and April.*

District	Where Held	Date	Registered Attendance			Name of District Governor Presiding	Name of the New District Governor Nominee	Cities Extending Invitation for Next Conference
			Men	Women	Total			
1	Tacoma, Wash.	Mar. 25, 26, 27.	1,023	505	1,528	Frank H. Lamb, Hoquiam, Wash.	Miles M. Higley, Spokane, Wash.	Spokane, Wash.
2*	Pasadena, Cal.	April 5, 6, 7.	1,180	250	1,430	John R. Williams, Long Beach, Cal.	Paul Rieger, San Francisco, Cal.	None extended.
3*	Mexico City, Mex.	March 26, 27.				Nelson O. Rhoades, Mexico City, Mex.	Nelson O. Rhoades, Mexico City, Mex.	Guadalajara, Vera Cruz, Monterrey, Tampico
4	Winnipeg, Man.	March 19, 20.	385	250	644	A. E. Johnston, Winnipeg, Man.	James Davidson, Calgary, Alta.	Edmonton, Alta.
5	Pocatello, Idaho	Mar. 15, 16.	228	83	311	Charles P. McCarthy, Boise, Idaho	Arthur C. Wherry, Salt Lake City, Utah	Ogden, Utah.
6	Livingston, Mont.	Mar. 12, 13.	214	84	298	Oliver W. Belden, Lewistown, Mont.	Lou Bender, Anaconda, Mont.	Billings and Lewistown, Mont.
7	Cheyenne, Wyo.	Mar. 8, 9.	349	160	509	J. H. Walton, Cheyenne, Wyo.	Dr. John Andrew, Longmont, Colo.	Colorado Springs, Colo.
8*	Tucson, Ariz.	Mar. 22, 23.				Charles B. Christy, Phoenix, Ariz.	G. Allie Martin, El Paso, Tex.	
9	St. Paul, Minn.	Mar. 20, 21.	822	505	1,327	N. B. Black, Fargo, N. D.	O. B. McClintock, Minneapolis, Minn.	Bismarck, N. D.
10	Milwaukee, Wis.	Mar. 15, 16.	826	468	1,294	A. O. Olmsted, Green Bay, Wis.	Willard N. Parker, Madison, Wis.	Appleton, Wis.
11	Davenport, Iowa	Mar. 22, 23.	870	374	1,244	Paul Rankin, Dubuque, Iowa	Carl Weeks, Des Moines, Iowa, for 11th District Verne Hedge, Lincoln, Neb., for 19th District	None extended
12*	Ardmore, Okla.	April 12, 13.				Albert Falconer, Arkansas City, Kan.	Allen M. Street, Oklahoma City, Okla.	
13	Beaumont, Tex.	Mar. 20, 21.	760	396	1,156	J. V. Singleton, Waxahachie, Tex.	Lester W. Dawley, Paris, Tex.	Wichita Falls, Tex.
14*	Jefferson City, Mo.	Mar. 22, 23.	525	134	659	W. G. Keath, Chillicothe, Mo.	E. Marvin Goodwin, Clinton, Mo.	Hannibal, Mo.
15	Bartlesville, Okla.	Mar. 15, 16.	849	469	1,318	G. T. Guernsey, Jr., Independence, Kan.	Ralph Talbot, Tulsa, Okla.	None extended.
16	Hot Springs, Ark.	Mar. 27, 28.	426	180	606	E. Mort Allen, Helena, Ark.	Bolton Smith, Memphis, Tenn.	Stuttgart and Pine Bluff, Ark., and Memphis, Tenn.

\*Official report not yet received.

†District divided; governor nominee selected for each new districts.

# Facts and Figures from the Conferences

District	Where Held	Date	Registered Attendance			Name of District Governor Presiding	Name of the New District Governor Nominee	Cities Extending Invitation for Next Conference
			Men	Women	Total			
17 <sup>1</sup>	Biloxi, Miss.	Mar. 19, 20...	417	180	597	J. A. R. Peart, Alexandria, La.	Dr. John L. Johnson, Hattiesburg, Miss.	New Orleans, La.
18	Flint, Mich.	Mar. 22, 23...	546	243	789	J. P. Old, Sault Ste Marie, Mich.	Paul King, Detroit, Mich.	Grand Rapids, Mich., and Windsor, Ont.
19	Danville, Ill.	Mar. 21, 22...	801	161	962	†J. Stanley Brown, DeKalb, Ill.	†H. E. Rompel, Joliet, Ill., for 40th District James White, Champaign, Ill., for 41st District	Springfield, Ill., for 40th District Moline and Rockford, Ill., for 41st District
20	Michigan City, Ind.	Feb. 21, 22...	816	150	975	F. H. Hatfield, Evansville, Ind.	Arthur H. Sapp, Huntington, Ind.	Bedford, Ind.
21 <sup>1</sup>	Akron, Ohio	Apr. 3, 4...	639	382	1,021	†G. C. Mitchell, Coshocton, Ohio	Samuel Siddall, Warren, Ohio	Lima, Ohio
22	Cincinnati, Ohio	Mar. 19, 20...	591	496	1,087	G. C. Mitchell, Coshocton, Ohio	James A. Maddox, Columbus, Ohio	Columbus, Ohio
23	Lexington, Ky.	Mar. 12, 13...	482	288	770	J. H. Richmond, Louisville, Ky.	Will R. Manier, Jr., Nashville, Tenn.	Chattanooga, Tenn.
24	Charleston, W. Va.	Mar. 12, 13...	468	223	691	J. R. Naylor, Wheeling, W. Va.	John E. Norman, Huntington, W. Va.	Bluefield, W. Va.
25 <sup>1</sup>	Santiago de Cuba	Mar. 2, 3, 4...	96	26	122	†Mario Macbeth, Havana, Cuba	Juan Jose Hernandez, Cienfuegos, Cuba	Matanzas, Cuba.
26	Birmingham, Ala.	Mar. 15, 16...	372	196	568	J. S. Thomas, Tuscaloosa, Ala.	L. D. Dix, Mobile, Ala.	Tuscaloosa, Ala.
27	Toronto, Ont.	Mar. 15, 16...	807	376	1,183	E. C. Bill, Buffalo, N. Y.	Andrew H. Wallace, St. Catharines, Ont.	Buffalo, N. Y.
28	Montreal, P. Q.	Mar. 2, 3...	639	405	1,044	W. J. Cairns, Ottawa, Ont.	Ed. Weeks, Binghamton, N. Y.	Syracuse, N. Y.
29	Rye, N. Y.	Mar. 8, 9, 10...	300	163	463	H. H. Horner, Albany, N. Y.	Raymond J. Knoepfel, New York City	None extended
30	New Haven, Conn.	Mar. 15, 16...	331		331	D. A. Adams, New Haven, Conn.	George H. Cooper, Pittsfield, Mass.	None extended
31	Providence, R. I.	Mar. 12, 13...	625		625	Robert W. Hill, Salem, Mass.	Daniel F. Sullivan, Fall River, Mass.	None extended
32	Halifax, N. S.	Mar. 20, 21...	217	157	374	W. S. Grant, Charlottetown P. E. I.	Harvey L. Spangler, St. John, N. B.	Sydney, N. S.
33	Washington, Pa.	Mar. 13, 14...	413	260	673	A. W. Smith, Jr., Pittsburgh, Pa.	Fred Stover, Butler, Pa.	None extended
34	Frederick, Md.	Mar. 15, 16...	299	138	437	G. F. Lumb, Harrisburg, Pa.	George W. Bahlike, Baltimore, Md.	Cumberland and Baltimore, Md.
35	Philadelphia, Pa.	Mar. 12, 13...	954	716	1,670	C. K. Robertson, Shamokin, Pa.	Harry S. Fish, Sayre, Pa.	Bethlehem, Pa.
36	Newark, N. J.	Mar. 12, 13...	463	116	579	Lion L. Woodward, Trenton, N. J.	Charles S. Merton Rutherford, N. J.	None extended
37	Petersburg, Va.	Mar. 6, 7...	533	133	666	Roger Moore, Wilmington, N. C.	G. Franklin Lenz, New York, N. Y.	Raleigh, N. C.
38	Charleston, S. C.	Mar. 20, 21...	407	21	618	Carroll H. Jones, Columbia, S. C.	Paul W. Schenck, Greensboro, N. C.	Charlotte, N. C.
39	St. Petersburg, Fla.	Mar. 23, 24...	654	330	984	P. G. Pierpont, Savannah, Ga.	S. Kendrick Guernsey, Orlando, Fla.	Macon, Ga.
RIBI	†Scarborough, Eng.	May 8, 9, 10, 11.			0			

\*Official report not yet received.

†Conference of Rotary International—Association for Great Britain and Ireland.

‡Presided in absence of District Governor.

§District divided; governor nominee selected for each of new districts.

# Unusual Stories of Unusual Men

*The story of a druggist  
who "mixed" his career—*

## Milton A. Warner Apothecary Extraordinary

By ARTHUR MELVILLE

I do remember an apothecary—  
And hereabouts he dwells,—whom late I noted  
In tatter'd weeds, with overwhelming brows,  
Culling of simples; meagre were his looks,  
Sharp misery had worn him to the bones.  
And in his needy shop a tortoise hung,  
An alligator stuff'd, and other skins  
Of ill-shaped fishes; and about his shelves  
A beggarly account of empty boxes,  
Green earthen pots, bladders and musty seeds,  
Remnants of packthread and old cakes of roses,  
Were thinly scattered, to make up a show.

ROMEO AND JULIET—Act. V.

**T**HERE is a good deal of difference between this drug store pictured by Shakespeare and the business in El Paso, Texas, which Milton Warner now controls. Perhaps one of the chief factors which accounts for this difference is advertising—and Milton would be willing to admit the value of advertising, even though his greatest single advertisement resulted in his being jailed along with the Jersey cow which was the innocent cause of the trouble with the Mexican authorities. But that incident comes later. To get the whole story we must go back to 1870 when the subject of our sketch was born on a farm in Kosciusko county, Indiana.

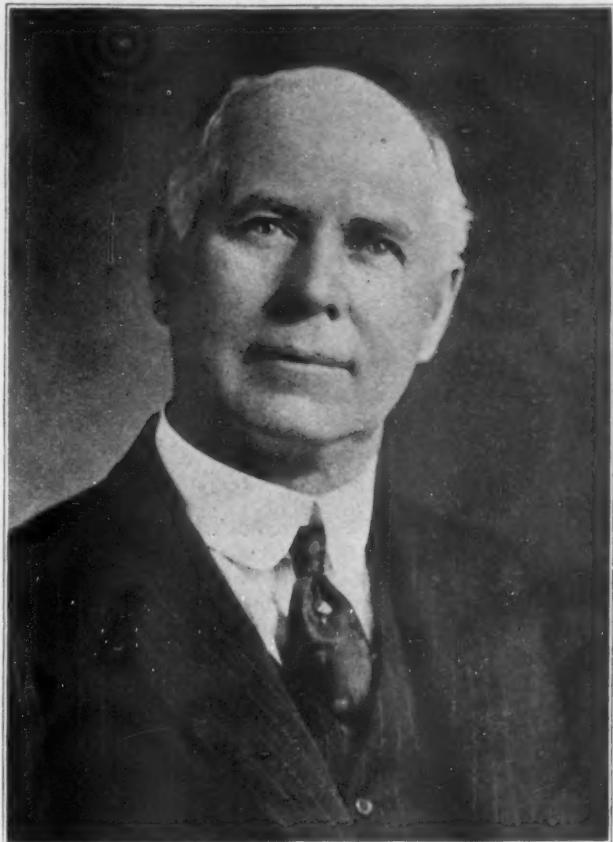
His travels began two years later, when the family moved to central Kansas. After trying farming for a few years, his father moved again, this time to Grenola, in the same state, where he left his family while he surveyed the possibilities of the mining boom in Colorado. Soon after his arrival in Colorado the father was taken ill, and chiefly as a result of this misfortune, the ten-year-old Milton went to work as a printer's devil in the office of a small weekly paper. Although his salary was only \$3.50 a week, in those times of plain living and low prices, it went a long way towards the upkeep of the family. Milton was industriously employed setting type on the small weekly, until he was sixteen, when his father moved to Silver City, New Mexico, then a territorial possession of the United States. Here he secured for his son the position of foreman of the mechanical department of the *Southwest Sentinel*—then one of the leading papers of the Southwest.

The young foreman's troubles started almost as soon as he took charge. There were seven Mexican printers on the

paper. They objected to "being bossed by a child" and left after the first payday. When the superintendent informed Milton of what had happened, that young man told his superior not to worry, that the paper would be gotten out some way. Then Milton departed for El Paso, where he told his troubles to the manager of the *Times*, then a struggling morning paper. While the older man seemed to enjoy thoroughly the situation, his interest did not stop there. He was a real friend in time of need, for in a few hours the two had enlisted the services of four tramp printers. With this assistance, Milton got his paper out on time and it was not long before the Mexicans began to come in and ask for their places back. Milton realized his tramp printers would not stay long, but luckily they did stay on the job long enough for him to get all of his Mexicans back. After that things ran smoothly for four years.

The close proximity of El Paso and the Mexican town, Juarez, just across the border, had given Milton a desire to go to Mexico. But another and more urgent reason was the direct cause for what proved to be the turning point in his career. A physician informed the boy's mother that he must either get out of the printing business or into his coffin. And so it was Mexico that Milton chose as his scene for future operations.

Having always been a rather shy sort of chap he decided that he had better follow some occupation which would counteract this timidity—and found the solution in a job as newsboy on trains running from El Paso to Mexico City. Four years of this work not only cured him of his timidity, but saw him placed



Milton A. Warner, of El Paso Texas, began his business career at the age of ten as a printer's devil. In a short time he was setting type on a small weekly. Then fate intervened and forced him to seek other work on account of ill health. He became a newsboy on a train with a "run" from El Paso to Mexico City. Then another turning point came in his career when he secured an interest in a drug store in Mexico and as a result of advertising the first soda fountain in that country, was thrown into jail with a cow!

in charge of the various news company stores.

In 1900, he was sent to the booming mining town of Parral in the State of Chihuahua—the town where Pedro Alvarado located the Palmillo mine which produced so abundantly that Pedro wanted to pay off the national debt! After Milton had established his news company store at this point he was approached by Dr. R. D. Robinson, a practicing physician, who wanted a partner to enter the drug business with him. After securing the aid of experienced pharmacists they launched their business and met with success far beyond their expectations. However, success was not without its peculiar angles as one of the partners was shortly to discover.

**M**ILOTON had decided that a soda fountain was an essential in the business, so in 1902 he brought the first soda fountain into Mexico. After the fountain was installed he was confronted with the problem of advertising it, and from that problem came many others.

After discarding many tried-and-true



This ten-room "aeroplane bungalow" is Mr. Warner's retreat after working hours. The sleeping-porch at the top of the house, and the rose vines which annually conceal the pillars under a mass of bloom, have attracted considerable attention. Below is a picture of his drug store which is well stocked and carefully arranged. Besides the numerous transactions over the counter this store also handles a large mail-order business in drugs, shoe repairs, and cleaning and pressing.



forms of advertising, he hit upon a brilliant idea. He decided that the best means of bringing his fountain to public notice would be to drive a cow through the streets bearing signs in English and Spanish, advertising the innovation. Accordingly, he hired two Mexicans, one to lead the pretty little Jersey cow which he had borrowed from the dairyman who delivered milk for the fountain, and the other to ring a big cow-bell at frequent intervals. The procession started—and presently Milton found that nearly every child in town was following that little cow with the mouse-colored head and dark markings.

Then came the inevitable desire to improve on the scheme—and the inevitable hitch. Milton thought some rosettes with streamers floating in the breeze would add much to the attractiveness of his "demonstrator," so with his partner's consent some rosettes were secured and the cow started out again, leaving Milton satisfied that he had put the finishing touches on his work—and he had, though not in the sense he believed!

For scarcely had he settled down to his work in the shop than he was disturbed by the news that his cow and crew were in jail and that his presence at the jail was urgently requested! Having taken out a permit for his "parade," he could not understand this, nor was his mind at all relieved when he arrived at the door of the jail, where he was promptly surrounded by soldiers and then locked into a cell next to the cow!

The mayor of the city, Don Tito Arriola, was a great friend of the Americans in general and of Milton in particular, so Milton felt that if he could communicate with the mayor all would be explained.

To make it more interesting, all this happened at a time when the jailing of an American meant a great deal. There was an active Foreign Club in the city, and Milton could picture to himself the

crowd that would be discussing his case and urging the American Consul to secure his release. But after he had sat behind the bars for an hour a military guard appeared to escort him to the courtroom. With three soldiers on each side, one at the front, and one at the rear, Milton was marched into court and very ceremoniously placed in the convicts' cage before the judge, who happened to be no other than Don Tito. The judge, however, looked very impressive in his regalia, and from the serious expressions of those in the room, Milton was soon satisfied that the affair was no joke. When the fall of the gavel indicated the opening of his case, he noted that the whole courtroom was guarded by soldiers with fixed bayonets.

DURING a long preamble in which Don Tito announced that he considered all Americans as guests of the city, Milton, whose knowledge of Spanish enabled him to comprehend the charge, though he could not talk or understand the language well, began to believe that he was in for a life sentence. In impressive style the proceedings continued while Milton was formally accused of having desecrated the national colors by pinning those rosettes on his cow! By a curious coincidence the rosettes chosen were of the same colors as the Mexican flag.

While Milton's Spanish was not fluent,

his defence in English certainly lacked neither impressiveness nor argument—when his chance came he grew most eloquent!

Don Tito, who spoke perfect English, gave him a mild lecture pointing out that the feeling of the Mexicans for their flag was just as sincere as that of the Americans for theirs and discharged him by saying that they realized it was merely thoughtlessness which had caused the mistake.

When a greatly relieved Milton reached the doorway he was met by his recent judge, now divested of his official regalia, and arm-in-arm the two proceeded to the Foreign Club where they found most of the American colony gathered to find out all about this latest event which had startled the city.

Acting as self-appointed toastmaster, Milton proposed the health of Don Tito—the American's Friend. In a neat speech, Don Tito expressed his appreciation of the chance, even if it had been at the expense of the American colony, to tell of the sanctity of the Mexican flag to the Mexican people—and incidentally he made some of the audience wonder why they had not been jailed at some time or other for a similar lack of consideration.

Several of the large colony that were in Parral at that time are now Rotarians

(Continued on page 300)

# Lo Que es el Rotary

Por JULIO BLANCO HERRERA

Presidente Anterior del Rotary Club de la Habana

**L**OS Clubs Rotarios no pueden ni deben tener edificio social, o lugar de reunión diaria. Sólo les es posible establecer oficinas de trabajo, porque éste enaltece y honra; lo contrario de lo que pudiera ocurrir al tener Casa Club, ya que de todos es sabido que lugares frecuentados diariamente por determinado número de personas, y aún comenzando las reuniones diarias por simples cambios de impresiones, y en busca de esparcimiento a manera de matar el tiempo, degeneran más tarde en otras diversiones perjudiciales. Huyéndole a este mal, es por lo que los Rotarios celebran semanalmente sus reuniones, y que por regla general se escogen los jueves, llevándolas a cabo entre plato y plato. Mientras almuerzan se hacen las proposiciones y se discuten todos los asuntos que sea menester tratar. Se ha adoptado este sistema, no tan sólo por ser una manera más probable de reunir el mayor número de afiliados, sino que también, por no perder el tiempo y aprovecharlo bien, aceptando como sabia la frase de procedencia sajona: *El tiempo es dinero, y la no menos educativa de procedencia latina: Trabajar es orar.*

*Ser útil*, es otro de los lemas del Rotarismo y que el Rotario debe aceptar, y entender que debe serlo para sí, para su hogar, para la sociedad en que vive, para su pueblo o ciudad, para su Estado o Provincia, para su Nación, y finalmente, para toda la humanidad.

El Rotarismo no es ninguna organización secreta, ni tiene ninguna práctica o propósito que requiera ocultación. El Rotarismo no es ninguna agrupación egoísta, ni recomienda egoísmo a sus miembros, ni protege el egoísmo, ni simpatiza actitudes egoistas en los negocios. El Rotarismo no es ninguna institución reducida, ni avarienta, ni defrauda privilegios, ni elude deberes cívicos, sociales o fraternales. El Rotarismo no ensalza el valor del dinero sobre el mérito personal, ni cree que el éxito obtenido en negocios es superior al deber social o cívico. El Rotarismo no es una organización monopolista, ni existe solamente para sus miembros.

El Rotario debe tener verdadero conocimiento de todo cuanto hace, establecer cooperación digna de los demás, y finalmente ser un buen patriota, para cuyo efecto se le exige:

*Primero*—Ser absolutamente desinteresado en los momentos que su Patria necesite de sus servicios.

*Segundo*—Ser intenso y decidido en movimientos que beneficien los intereses y confianza de su pueblo.

*Tercero*—Prestar apoyo moral y material al Gobierno de su país, cuando éste se halle en peligro.

Quedamos por lo tanto en que el Rotarismo es internacional; que no es ninguna asociación secreta, y que es una institución creada para difundir la moral comercial y profesional, cuyos miembros jamás persiguen el lucro personal; que son hombres de completa independencia económica y de elevada posición financiera, con conocimientos vastos dentro de cada respectivo negocio o profesión a que se dedican, extremos éstos que no les obligan a guardar determinadas consideraciones para con los demás hombres, y a pesar de ello, son hombres respetuosos, hombres obedientes, hombres disciplinados, que saben cumplir y acatar fiel, estricta y puntualmente las órdenes y disposiciones que emanen de la superioridad, dando con tal proceder un verdadero ejemplo al mundo de educación colectiva, aparte de demostrar humildad, cordura y resignación en muchos casos que sus acuerdos o acciones son criticados y censurados, bien por el público o bien por la prensa periódica, juzgándoles de una manera ligera, sin detenerse a estudiar y mucho menos profundizar el espíritu altruista que los mueve, y sin reparar quienes critican y censuran que los Clubs Rotarios carecen de autoridad material y efectiva, para cortar de raíz los defectos o males que reconozca, y que su misión sólo quede concretarse a señalarlos, iniciando campañas de carácter moral, en contra de procedimientos que juzguen perjudiciales a la sociedad con la cual conviven; poner freno a desmedidas ambiciones, y ser verdaderos muros de contención, ante los que se estrellan y destruyen los procedimientos y prácticas que perjudiquen a la comunidad en general; y para que también, las corporaciones, autoridades y Altos Poderes sepan y no olviden, que los Rotarios los vigilan constantemente para señalar todo lo que se aparte de la equidad, de la justicia, y de los deberes fiel y rigurosamente cumplidos.

Si profundizamos en los estudios del Rotarismo, nos encontraremos que en su actitud cívica y energética, aún cuando siempre justa y equitativa, unido a sus prácticas y enseñanzas, tiende a evitar grandes y dolorosos males; por cuanto si combate abierta y públicamente todo lo malo, todo lo perverso, todo lo detestable, todo lo insano y todo lo inmoral; es indudable que con la potencialidad de nuestros ejemplos, nacida y fortalecida a la vez, por las fuerzas y energías que desarrolla la colectividad de carácter internacional que nos ampara; es más que probable, casi seguro, que si no logramos extirpar por completo y derribar los árboles que producen frutos malévolos,

en todo tiempo perjudiciales para la humanidad común, cuando menos, evitaremos la propagación de sus semillas malas, y quizás logremos con la no interrumpida continuación de nuestras enseñanzas y prácticas, imprimiéndoles cada día mayor energía y tenacidad, levantar potentes muros con sólidas bases, ante cuya fuerte resistencia, se desbaraten y destruyan futuras commociones de carácter social, y serias catástrofes de Pueblos y Naciones que en lontananza se vislumbran, incubadas al calor de la ola de inmoralidad entronizada en el mundo entero, por efecto de la Gran Guerra que azotó recientemente a la humanidad, y cuyos estragos, con fatales y serias consecuencias, desgraciadamente a todos nos han alcanzado y que aún padece y sufre una buena parte del mundo civilizado.

*AMISTAD, servicio, cooperación y moralidad* son principios básicos de Rotarismo. Con la amistad pura, sana y en ningún momento encubierta con amargado egoísmo, qué beneficios tan hermosos se derivan para quienes las practican y profesan mutuamente! Con el servicio desinteresado y noble, cuánta satisfacción recibe quien así lo realiza! Con la cooperación firme e inquebrantable, cuántos problemas se resuelven; que sin ella serían de difícil solución! Y con la moralidad llevada y sostenida en todos los órdenes de la vida humana, cuántos gérmenes del mal se destruyen y aniquilan!

También el Rotario entiende que los éxitos obtenidos aprovechando oportunidades de mando y poder, sólo satisfacen necesidades materiales acarreadas y producidas por la volublusa vanidad mundana; cuyos éxitos así adquiridos, ennegrecen la conciencia del hombre, y los llevan a cabo, empujados por nefasto egoísmo corruptor; no logrando jamás saturar su espíritu, y mucho menos impregnar su alma, de ese elixir de grandeza y de grata satisfacción que produce y proporciona la obtención del éxito por senderos de justicia, equidad y honestidad; satisfacción y gozo, sólo reservado a las personas de temple altruista y noble, forjado por medio de elevadas enseñanzas, desprovistas de provechos individuales, y basadas en la más estricta nivelación y ganancia común. Estas enseñanzas y prácticas son adquiridas por los Rotarios, por medio del constante cambio de impresiones que se establece en las sesiones de los Clubs, y la elevación de principios e ideales de bondad que germinan en el ambiente de sana moral comercial que ajusta las reuniones

(Sigue en la página 292)

# NOTES BRÈVES SUR CE QU'ON FAIT DANS LE MONDE ROTARIEN

Ecrîtes surtout pour les Rotariens de la France y des Provinces du Canada ou l'on parle français. Il y a plus de 1,400 Rotary Clubs y presque 90,000 Rotariens sur tous les continents du monde

LE 9 mars le Rotary Club d'Amsterdam a reçu du Rotary International sa charte. L'histoire de ce club commença il y a presque deux ans. Après la Douzième Convention Annuelle du Rotary, qui se célébra à Edimbourg, Ecosse, en 1921, le Secrétaire du Rotary International (qui s'appelait à ces temps-là l'Association Internationale des Rotary Clubs) s'est rendu avec quelques compagnons rotariens à Amsterdam pour consulter avec des messieurs qui s'étaient intéressés au Rotary. Le Secrétaire les a expliqués ce que c'est que le Rotary et ce qu'il tâche d'accomplir pour l'homme et pour le monde. Bien que pénétrés des idées rotariennes les intéressés ne se sont pas sentis prêts à organiser un club, mais ils se sont mis à se réunir souvent et ils se sont tenus en contact continu avec le Rotary International et avec les Rotariens de l'Angleterre.

Le Rotarien John Bain Taylor qui est membre du Comité du Rotary International sur l'Extension et le Rotarien Alfred Peters, de Sheffield, Angleterre, ont tous les deux, visité les intéressés et les a aidé à l'organisation du nouveau club qui s'est formé définitivement le 26 novembre, 1922 avec dix-sept membres. Ce club a été reçu dans la grande famille des Rotary clubs par le vote du Conseil Administratif du Rotary International le 29 janvier, 1923.

Quand le Rotarien Fred Warren Teele, l'Agent Spécial du Rotary International qui est à présent en Europe, partit des Etats-Unis, il eut dans sa malle la charte du Rotary Club d'Amsterdam et un drapeau rotarien; car le Rotary International donne un tel drapeau au premier club organisé dans chaque pays. On espérait que le Rotarien John Bain Taylor pourrait accompagner le Rotarien Teele à Amsterdam afin de présenter ou la charte ou le drapeau mais malheureusement il n'a pas pu assister à la séance de gala où s'est faite la présentation. Cette séance se célébra le 9 mars. Après un dîner bien simple, auquel on avait invité M. Vos, l'Alderman du Conseil d'Administration de la ville, M. Mahin, le consul-général Américain et des représentants de tous les journaux importants, le Rotarien Teele donna une conférence sur le Rotary, à la fin de laquelle il présenta au club la charte et le drapeau, qui ont été reçus avec des transports d'enthousiasme.

Les Rotariens d'Amsterdam eurent la

bonté d'inviter à cette réunion quelques hommes d'affaires de la ville d'Utrecht qui s'étaient montrés intéressés au mouvement et après la séance ils étaient bien désireux d'organiser un club à Utrecht, ce que l'on fit dans un délai de quelques jours.

Le Rotary Club de Jersey City, New Jersey, a fait savoir à tous les Rotariens qu'il a l'intention de proposer à la Convention Annuelle le Rotarien Thomas C. Sheehan de Jersey City comme président du Rotary International pour l'année prochaine.

Les Rotary Clubs sousmentionnés ont dit leur intention de proposer les suivants comme membres du Conseil d'Administration :

Theodore E. Smith, d'Akron, Ohio. Proposé par le Rotary Club de Sandusky, Ohio.

George Thatcher Guernsey, Jr., d'Independence, Kansas. Proposé par le Rotary Club d'Independence, Kansas.

Everett W. Hill, d'Oklahoma City, Okla. Proposé par le Rotary Club d'Oklahoma City, Okla.

À LA Conférence des Rotary Clubs de la 28<sup>e</sup> Région où assistèrent les Rotariens de la Province de Québec qui parlent français y d'autres des Provinces de Québec et d'Ontario et de l'État de New York qui parlent anglais, les Rotariens de la ville de Québec présentèrent un divertissement bien intéressant.

Dans la salle à manger on avait construit une scène qui représentait l'intérieur d'une cabane rude, telle que celles où demeurent les bûcherons canadiens. Tout à coup la porte s'ouvrit et l'on pouvait voir les bûcherons qui descendaient le sentier l'un après l'autre. Chacun portait son hache, son attirail et ses ustensiles de cuisine.

Après qu'ils furent entrés dans la cabane ils commencèrent à faire du feu dans le poêle et à préparer le dîner. Ils étaient tous des hommes rudes, mais d'esprit badin qui ne pouvaient s'empêcher de chanter; pendant que le cuisinier préparait le dîner ils se donnaient tous à des divertissements, des danses et des chansons typiques des grands bois canadiens. Naturellement, ils parlaient tous ou le français ou le patois français-canadien. Ce qui est du plus intéressant c'est que tous les acteurs qui jouaient les rôles d'une manière superbe et

épatante étaient hommes d'affaires et hommes des professions libérales bien connus, membres du Rotary Club de Québec.

Nous ajoutons quelques chansons des plus typiques de cette pièce appelée la "Veillée de Chantiers":

## LA ROSE AUX BOIS

*C'est pas l'affaire des filles d'embrasser les garçons (bis)*  
*D'embrasser les garçons, la destinée, la rose aux bois*  
*D'embrasser les garçons (bis).*

*Mais c'est l'affaire des filles de balayer la maison (bis)*  
*De balayer la maison, la destinée, la rose aux bois*  
*De balayer la maison (bis).*

*Quand la maison est nette tous les garçons y vont (bis)*  
*Tous les garçons y vont, la destinée, la rose aux bois*  
*Tous les garçons y vont (bis).*

*Ca rentre par 3 ou 4 en frappant du talon (bis)*  
*En frappant du talon, la destinée, la rose aux bois*  
*En frappant du talon (bis).*

## PRENDRE UN P'TIT COUP

*PRENDRE un p'tit coup*  
*C'est agréable*  
*Prendre un p'tit coup*  
*C'est doux.*  
*Prendre un gros coup*  
*Ca rend l'esprit malade*  
*Prendre un p'tit coup*  
*C'est agréable*  
*Prendre un p'tit coup*  
*C'est doux.*

*Allons au bois*  
*Ma Mignonnette*  
*Allons au bois*  
*Tous deux,*  
*Nous cueillerons*  
*Des fleurs et des noisettes*  
*Allons au bois*  
*Ma Mignonnette,*  
*Allons au bois*  
*Tous deux.*

*J'aime le jambon*  
*Et la saucisse*  
*J'aime le jambon*  
*C'est bon,*  
*J'aime encore mieux*  
*Le cœur de ma Clarisse.*  
*J'aime le jambon*  
*Et la saucisse*  
*J'aime le jambon*  
*C'est bon.*



**Under Direction of William C. Bambrough**  
of the Babson Institute

*In these columns, books are chosen for review which are especially suitable for the readers of this magazine and their associates*

**Society: Its Understanding and Control**

*Science and Human Affairs: from the Viewpoint of Biology*, by Winterton C. Curtis. New York: Harcourt, Brace & Co., 1922. Pp. 330; index.

*Human Nature and Conduct; an Introduction to Social Psychology*, by John Dewey. New York: Henry Holt & Co., 1922. Pp. 336; index.

*Fundamentals of Psychology*, by W. B. Pillsbury. New York: Mac Millan Co., 1922. Pp. 559; illus.; index.

*The Social Trend*, by Edward Alsworth Ross. New York: Century Co., 1922. Pp. 235; no index.

*Judging Human Character*, by H. L. Hollingsworth. New York: D. Appleton & Co., 1922. Pp. 268; index.

*How to be Useful and Happy from Sixty to Ninety*, by A. Laphorn Smith. New York: Dodd, Mead & Co., 1922. Pp. 236; index.

*Book of Business Etiquette*. (Anonymous) Doubleday, Page & Co., 1922. Pp. 293.

*Etiquette: In Society, in Business, in Politics and at Home*, by Emily Post. New York: Funk & Wagnalls Co., 1922. Pp. 627; illus.; index.

ONE of the signs of world restlessness is the great attention given to the examination of society as a thing in itself and as a part of the world régime. All the way from the first faint stirring of protoplasm and atoms to mob psychology as expressed by the earliest family and national life, combinations of men are receiving close inspection and imaginative estimates as well as proved facts are being brought to the attention of the thinker. From it all, will perhaps come a code of life better founded than some of the principles by which we are now guided—and have been guided since the earliest civilization.

The present prominence of sociology should please the sociologists, just as the present evidences of prevailing psychological investigation should please the psychologists. We are in a state of "isms" and "ologies" greater even than the transcendental era of Emerson and the cults of his earlier days.

If we do not understand nature we do not understand man. Science has opened many doors to the understanding of man. Any phenomena of nature has interest for the student of man. Any humanistic interest leads the student to the observa-

tion of man's body and mind—his character—with the intent to learn some of the reasons for man's acts.

Professor Curtis, in *Science and Human Affairs*, bases his work upon biological science and the progressive estimates of specialists whose attention to evolutionary elements in ancient and modern life have given us so much of the romance of far-distant times.

All who are interested in understanding the foundations of man's development and progress will enjoy this work—it is essential to any study of psychology, and the research with which its pages are filled will add much to these sociological inquiries which are so important to the student of men.

John Dewey—in *Human Nature and Conduct*—discusses the study of the elemental actions of men in contact with their fellows, and as centers of group activities. He generously defines conditions bearing so closely upon both sociological and psychological conditions of modern life.

The work is simple in form and method, and provides a wide view of the mechanism of mind and group action. Mr. Dewey clarifies much confused thought through his description of human effort and human interpretation of ethics. We recommend the book for the reading of men who need to forestall human actions through psychological knowledge under the necessity of various contacts.

THE revised edition of *Fundamentals of Psychology*, which has held a high place in psychologists' esteem gives present-day readers the advantage of the author's latest researches in a field wherein he holds high rank. He discusses sensation, attention, memory, perception, instinct, reasoning, imagination, dreams, feeling, affection, emotion, temperament, and like subjects, so that the lay reader and student may readily comprehend.

Up-to-date consideration of conditions is given by Professor Ross in his *Social Trend*. He discusses the position of women, as a postlude to the nineteenth amendment, philanthropy with strings attached, freedom of communication, pro-

hibition, social service, and other modern experience and problems which result from our distorting and dissecting the social order.

He takes the position that we are so far removed from the methods and manners of our ancestors that we are experimenting in the struggle for existence. He assumes that the people desire to know which way the family and the nation are headed; what some of the unseen perils may do; and where there are likely to be lurking dangers which have so far escaped our notice.

The book is one to make any thinker "sit up and take notice"; more than that it will make many think harder than they have ever done about the trend of man and woman, especially those who have secured established positions without considering their relations to the rest of humanity.

PROFESSOR Hollingsworth's work, *Judging Human Character*, contains some of the best elements of scientific processes among recent publications of its kind.

With advancing necessity for knowing as nearly as possible the qualifications of employees when hiring them, there is the need for analytical study of the general characteristics of men and the mental measurement of those who can not easily display or define their inner qualities. This, added to the written descriptions of past work, general ability and accomplishment, established records in past employment, etc., provides a sound foundation for the alert employer or specialist to work upon when considering the selection of employees and basing such selection partly on evident human characteristics.

Any measures of mental competence depend upon standards which are becoming established. If any of the diagnoses are cast aside it will be because they will have been judged futile both as attempts and in prolonged practice.

Because of its consistency and sincerity this work is invaluable to any employer.

*How to be Useful and Happy from Sixty to Ninety*: This little work by an (Continued on page 310.)

# Nominees for Rotary Offices



For President  
**THOMAS C.  
SHEEHAN**  
 of Jersey City, N. J.,  
 is nominated by  
 Newark, N. J.



For Director  
**THEODORE E.  
SMITH**  
 of Akron, Ohio  
 is nominated by  
 Sandusky, Ohio



For Director  
**GEORGE  
THATCHER  
GUERNSEY, JR.**  
 of Independence,  
 Kansas,  
 is nominated by  
 Independence

THOMAS C. SHEEHAN is endorsed for the office of President of Rotary International by all the clubs of the Thirty-sixth District. He has pre-eminent qualifications for the office. He has ability as an executive and leader, and is a forcible and logical speaker. His record is a proof of these qualifications. A machinist by trade he worked himself up from shop boy to his present position of influence in his home city. He was the first President of the Jersey City Rotary Club, an office he held for two years; for two years also he served as president of the Chamber of Commerce. In 1919-1920 he was Governor of the old Third District now divided into the two districts—the Twenty-ninth and the Thirty-sixth.

Tom is president of the Durham Duplex Razor Company; president of the Wade and Butcher Corporation of America; a director of Wade and Butcher, Ltd., W. & S. Butcher, Ltd., Sheffield, England; The American Machine and Foundry Co., Brooklyn, N. Y.; as well as other large industrial corporations. Besides the honor these offices have brought him, he also has the distinction of being an inventor of some note. Such a record is sufficient recommendation for the office of President of Rotary International.

At our noon day luncheon on this date it was unanimously agreed that we desire to place in nomination as Director, Theodore E. Smith, who is at present Governor of the Twenty-first District.

Theodore is Past Secretary and Past President of the Akron Rotary Club, and we believe he would make an ideal member of the Board of Directors. We believe he is one of the finest men in Rotary and is thoroughly competent. By profession, Theodore is a banker and has proven in our connection with him to be all that could be desired in his present office. It therefore gives us much pleasure to place him in nomination as above stated.

Fraternally yours,

THE SANDUSKY ROTARY CLUB,  
 (Signed) Joe Starkey, Secretary.

THE Independence, Kansas, Rotary club gives notice of its intention to nominate for director of Rotary international, George Thatcher Guernsey, Jr.

Thatch Guernsey organized the Independence Rotary Club and has been active in it ever since serving continuously as director and one year as president. He has also served on several district committees, including the committee on Training Camp Activities which did such excellent service during the war. He assisted in organizing several Rotary Clubs in the vicinity. At the Seventeenth District Conference last year he was unanimously elected District Governor nominee and after the redistricting, was elected governor of the new 15th district and has been especially successful in solidifying the district.

He is vice-president of the Commercial National Bank of Independence, one of the leading financial institutions in Kansas; has taken an active interest in all community affairs, having served as director of the Chamber of Commerce for the past ten years, two of them as president. During the war he was active in raising money for war work, being in charge of his district for the Liberty Loan drives. He is a director of the Kansas University Memorial Association which is building a million-dollar Stadium and Union in honor of the Kansas University's soldier dead.

He is a graduate of the University of Kansas (1904) and Yale law (1907); a member of the Phi Gamma Delta Fraternity; is forty years old; married, and has four children. Rotarilly yours,

(Signed) Arthur S. Case,  
 President INDEPENDENCE ROTARY CLUB.



## A FEW OF THE PRINCIPAL FEATURES OF THE PROGRAM

### FOURTEENTH ANNUAL ROTARY CONVENTION—SAINT LOUIS, MISSOURI, JUNE 18-22

There will be a wonderful spectacle at the opening session on Monday evening—"The Garden of Nations." Plans are being made to have this a great realistic tableau of the world-wide significance of Rotary.

Inspirational addresses: By men of renown, speaking on questions of interest to every Rotary member.

Each session will stress a subject of particular interest: Tuesday, "The Individual Rotarian"; on Wednesday, "Putting Rotary Into Business"; on Thursday, "Boys Work and Rotary."

There will be other worth-while addresses, and special assemblies devoted to Rotary education—the extension of Rotary—community service—problems of the club president and secretary—classification problems. The special assemblies are arranged so as not to conflict with the general convention sessions. Each convention address will be followed by discussion and action by Rotary club delegates.

## Nominees for Rotary Offices



For Director  
**EVERETT W. HILL**  
 of Oklahoma City,  
 Oklahoma,  
 is nominated by  
 Oklahoma City

THE Rotary Club of Oklahoma City nominates Everett W. Hill for Director of Rotary International.

He is an active Rotarian in the Oklahoma City Club in the Twelfth District of Rotary International.

He is a former charter member of the Shawnee Club. He served as Secretary 1917-1918; as President, 1918-1919.

He served as Governor of the former Seventeenth District, 1920-1921, during which year he devoted his entire time to Rotary.

He was an active member of the International Committee on Boys Work, 1921-1922. He has served as Chairman of the Boys Work Committee of Rotary International 1922-1923.

He is President of the Western Ice and Cold Storage Company; also the Shawnee Ice Company, as well as Chairman of the Board of Directors of the Federal Savings and Loan Association of Oklahoma.

He has attended all International Conventions since being in Rotary, including Edinburgh.



## Notices of Nominations

OFFICIAL CERTIFICATE. I, CHESLEY R. PERRY, Secretary of Rotary International, make this certificate of pre-convention notice of purpose to nominate candidates for the offices of President and Director, to be voted upon at the election to be held at the Fourteenth Annual Convention of Rotary International in St. Louis, Missouri, June 18th to 22nd, 1923.

Section 2 of Article IX of the By-Laws of Rotary International, entitled "Nominations—Notices," provides:

"Any member club may, subject to the provisions of the constitution, during the month of March preceding the annual International Convention, give notice of its intention to nominate one candidate for each one or for any one of the following offices: President, seven Directors, Treasurer, and shall forward such notice to the Secretary of Rotary International in time for it to reach his office not later than the first day of April.

"All notices of nominations so given and received, together with such data concerning each candidate as may be submitted, shall be published in the May issue of THE ROTARIAN and such other publication as the Board of Directors of Rotary International shall determine, provided the space allotment to each candidate shall not exceed six inches of one column exclusive of his photograph and the designation of office. All photograph plates shall be uniform in size and shape as prescribed by the Board of Directors."

The above notices of purpose to nominate which are published in this issue of THE ROTARIAN were received at the office of the Secretary within the time provided and in the manner prescribed. These were the only such notices so received.

### For the office of President

THOMAS C. SHEEHAN, of Jersey City, New Jersey.

Nominated by the Rotary Club of Newark, New Jersey.

### For the office of Director

THEODORE E. SMITH, of Akron, Ohio.

Nominated by the Rotary Club of Sandusky, Ohio.

GEORGE THATCHER GUERNSEY, JR., of Independence, Kansas.

Nominated by the Rotary Club of Independence, Kansas.

EVERETT W. HILL, of Oklahoma City, Oklahoma.

Nominated by the Rotary Club of Oklahoma City, Oklahoma.

CHESLEY R. PERRY,

Secretary, Rotary International.

Dated, Chicago, Illinois, 2nd April, 1923.

## A FEW OF THE PRINCIPAL FEATURES OF ENTERTAINMENT

### FOURTEENTH ANNUAL ROTARY CONVENTION—SAINT LOUIS, MISSOURI, JUNE 18-22

A royal welcome is being prepared for every Rotarian who attends the Convention.

Saint Louis Rotarians and their wives will hold "open house" on Monday afternoon in three of the principal hotels. There will be a baseball game that afternoon at League Park between the "Giants" and the "Cardinals."

On Tuesday afternoon the Saint Louis Rotarians have arranged for a boat trip on the Mississippi for the visiting ladies. There will be luncheon and special entertainment on board. In the evening "The Prince of Pilsen" will be sung at the Municipal Open Air Theatre in Forest Park. Popular vote of the Rotary clubs chose this well-known light opera.

There will be golf and tennis—automobile rides—trips to the famous botanical gardens—the President's Ball in the huge Coliseum—and musicale and tea for the visiting ladies at one of the principal hotels—and other features that will make your stay an enjoyable one long to be remembered.

Saint Louis, famed for its hospitality, is all prepared for you!



### Congratulations

DURING the months of April and May, many Rotary clubs are electing new officials to serve at the helm and guide the destinies of the local organizations. To these new officials, THE ROTARIAN offers its hearty congratulations upon the opportunity that they have of thus serving Rotary in their local communities—and internationally. For Rotary International is but the composite of all Rotary clubs far and wide and to every official elected is given the opportunity of thus serving the whole of Rotary.

### From Seymour to Holland

IN the year 1204, Prince Giesebricht II built a castle on the Amstel River in the north of Holland. In 1240, his son, Giesebricht III, built a dam in order to keep the sea from washing away his castle. From such seemingly insignificant beginnings great things sometimes come. To the building of the castle and the building of the dam is ascribed the origin of Amsterdam, a city of more than half a million population and one of the centers of art and culture of northern Europe.

Not many months ago Mr. Anton Verkade attended a luncheon of the Rotary Club of Seymour, Indiana. He was a guest of one of the local members. He had never heard much about Rotary but at this meeting he learned something of this movement as exemplified by a live, hustling little Hoosier city. This taking a guest to a Rotary luncheon of soup and roast beef and ice cream is, in itself, seemingly of no great import. But the result in this particular case is of great significance. Rotary took such fast hold of this visitor from Holland that he carried it back home and started a club.

A guest attends a Rotary luncheon in Seymour—a new country is brought into Rotary.

Recently the charter meeting of the new Rotary Club of Amsterdam was held. Rotarian Verkade was elected the first president of the club. The new club was welcomed into Rotary by Special Commissioner Fred Teele on behalf of Rotary International. The meeting was reported in the press and President Verkade is receiving inquiries from other cities interested.

The incident at Seymour shows that you never can tell how far the germ of an idea may travel. Also that you never can tell just what far-reaching results may come by showing hospitality to a city's visitors. Who can say by how many years Seymour's welcome to a visitor has hastened the day when there will be Rotary clubs in all of the principal cities of this land known not only for its flapping windmills and age-old dikes

but as a country that gave to the world the art of a new school of painting. Already they are organizing in Utrecht.

Holland gave to the world the art of Rembrandt. To Holland, Rotary gives an old, yet new, idea—old because it is based on a precept as old as the centuries; new because it teaches how to put love and affection into the ordinary business and professional transactions; new, because, having neither religious nor political affiliations, it secures united co-operation from all factions; new, because it has found that an understanding of the other man's viewpoint promotes friendship and goodwill among individuals and among nations, an idea that is eminently practical and that is the first essential to world peace.

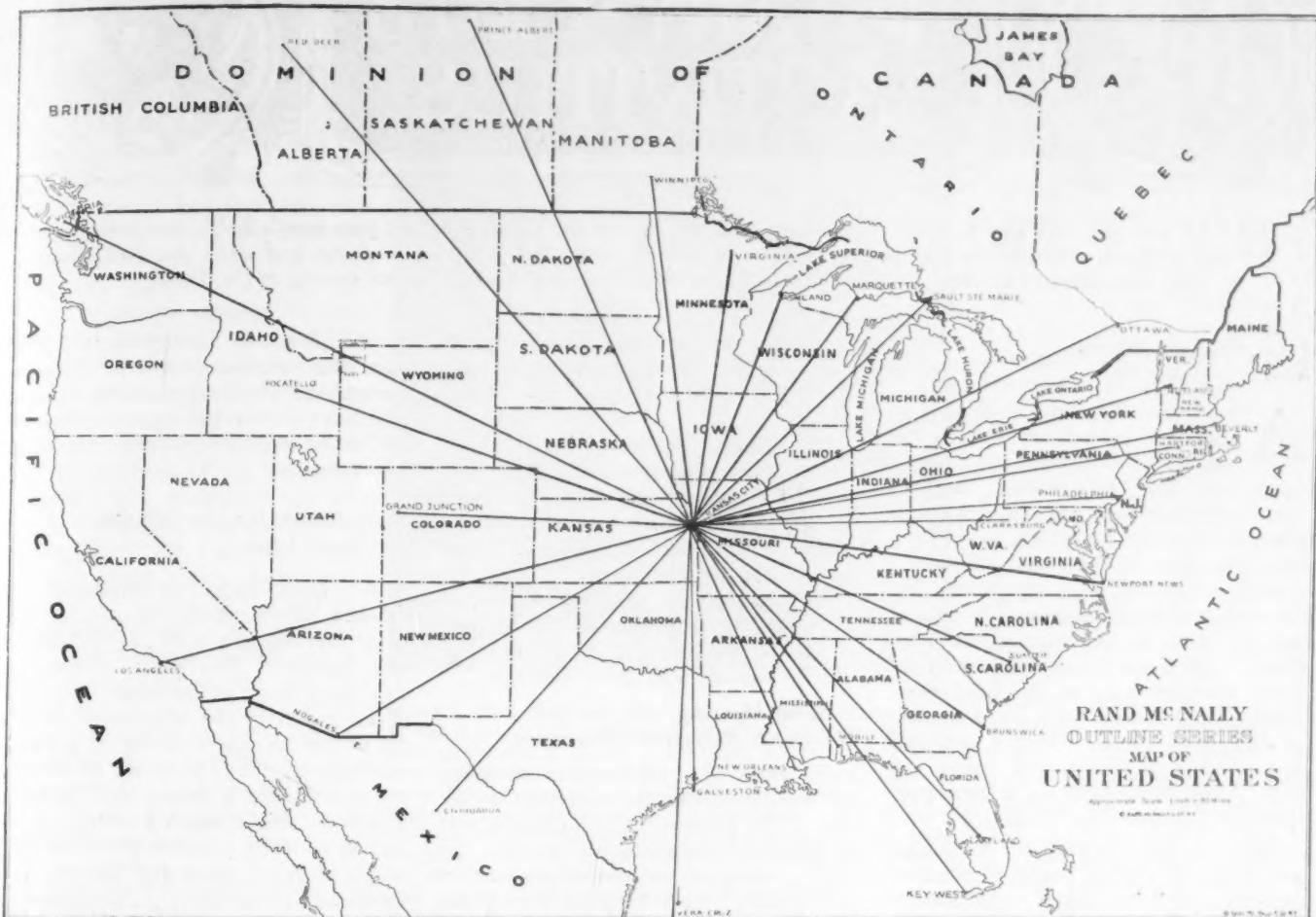
### The Great Discovery

THE recent death of Lord Carnavon, one of the discoverers of the tomb of Tutankhamen, leads one to reflect on the very narrow margin which separates us all from that country whence no discoverer returns. By that stroke of irony which removed Lord Carnavon from the field of earthly discovery ere he had thoroughly enjoyed the first flush of triumph, to that greater field wherein perhaps the kings and serfs of all times can mingle freely, tongues were loosened and speculation became rife. A retroactive superstition, seeking a cause for the effect, found its excuse in a curse said to have been laid on any who entered Tutankhamen's tomb. Similar superstitions have obscured the path of the sciences and arts from time immemorial—and seem likely to continue their hindrance for centuries to come. Superstition is born of fear and ignorance; in this narrow margin of life there is little space for it.

We are all discoverers in a sense, each probing the depths of his own personality, exploring the recesses of his own soul. We may find treasures no less valuable than those evidences of a past civilization which were uncovered at Luxor; we may find nothing but dust and ashes. Whatever we find, it is certain that the chances of discovery are increased in proportion as we rid ourselves of superstition and its parent vices.

There is a wonderful bit of analogy in an old Anglo-Saxon story which compares the life of man to the flight of a bird through a banquet hall. "The bird," says the gleeman, "comes from the darkness outside, flashes through the lighted hall, and is gone into the darkness again. And no man knows whence it comes nor whither it goes." Yet that brief flight through the lighted hall of existence is fraught with great possibilities—if we can but discover them.

# When Rotary Filled the Air



TO address an audience of more than one and one-half millions of people and to have every word clearly heard over a radius of more than 1,500 miles from the place where the speaker stood, is the epoch-making feat of Rotary's International President, Raymond M. Havens, when he made his Rotary Anniversary Day address in Kansas City on the evening of Friday, February 23! Rotary clubs and groups of Rotarians in thirty-one states, in Canada and Mexico, and literally hundreds of thousands of others heard President Havens' address and about 250 of the clubs and groups and individual Rotarians telegraphed him to that effect before he had finished.

This is probably the first time in history that such a feat has been performed. The ability of the radio to annihilate distance is well-known and there are many instances of radio programs and individual radio-carried statements being heard thousands of miles. But this is the first time that deliberate preparation was made by organizations scattered over an entire continent to hear an address that was prepared and spoken for their benefit. To the comparatively small number of clubs that notified President Havens they had received his address must be

By GARDNER MACK

added the incalculable number of private individuals who received the address because they could not "tune in" on anything else on that particular evening, as happened in many sections of the United States.

The broadcasting of President Havens' Rotary anniversary speech was carefully arranged weeks beforehand. Every Rotary club in the United States was notified as to the exact minute the special program would be broadcasted from the radio station of the Kansas City *Star*. Each club was asked to request the local broadcasting stations in its territory to remain silent—"clear the air"—during the time the address was being made in Kansas City. This was done in many localities, which accounts for the absence of the usual air clamor in those localities during the hour the program from Kansas City was being broadcasted. The Westinghouse Electric Company assisted in the preparations. In some localities where it was impossible to "clear the air" there was considerable difficulty in getting the message. And in some localities, like Vera Cruz, Mexico, the program was interrupted by steamships signalling their approach to harbors or

sending messages of the same wave length. But from Key West, Florida, to Victoria, B. C., and from Beverly Massachusetts, to Chihuahua, Mexico, the request for clearance was generally observed.

THE program produced in Kansas City included musical numbers by Mrs. Raymond Havens, Mrs. A. Allen Taylor, wife of the vice-president of the Kansas City Rotary Club; and Powell Weaver of the Kansas City Rotary Club. A speech of introduction by Russell F. Greiner, president of the Kansas City Rotary Club (and past president of Rotary International), during the course of which he read messages on the responsibilities of individual citizenship by President Harding, Speaker Fred Gillett of the national House of Representatives and Attorney-General Daugherty. Then came the speech of International President Raymond M. Havens. The speech was carefully prepared so that it would be informative and interesting to non-Rotarians. It recited something of the history of Rotary and told why Rotary was broadcasting the messages on citizenship. This was followed by messages of greeting from President Havens to such clubs as were listening to the program and had

(Continued on page 298)



# ROTARY CLUB ACTIVITIES

*HERE you can walk over to Main Street, drop in at the sign of the Rotary flag, get your guest's badge, and make yourself at home! The fellows are always glad to see you and to learn what your club is doing, and while you bend elbows over the luncheon table they will tell you about the best club in the best town in the best country in the World!*

### First Club in Holland Receives Charter

AMSTERDAM, HOLLAND.—Rotary in Holland started off auspiciously on March 27th when the Amsterdam club held its charter meeting. Twenty-five members and eighteen guests attended this meeting which was held at the oldest hotel in the city. All the big Amsterdam dailies were represented and the American consul-general, Mr. Mahin, and Mr. Vos, an alderman of the town council, and Special Commissioner Fred Teele occupied seats at the head table. Among those present were also a number of citizens of Utrecht who are interested in the formation of a Rotary club in that city. Musical numbers and several good speeches enlivened the dinner.

Rotarian John Bain Taylor of London and Rotarian Alfred Peters of Sheffield unfortunately were unable to be present.

These two British Rotarians contributed materially to the development of this club and were to have taken part in this meeting.

The general enthusiasm reached its climax when Commissioner Teele presented the club with its charter and with the Rotary flag which International Rotary presents to the first club of each new country coming into Rotary.

The Amsterdam club will be represented at the convention in Saint Louis by its first president, J. A. E. Verkade, who is coming with Mrs. Verkade.

### Unique Meeting Promotes Religious Tolerance

OAKDALE, LA.—A unique program marked a recent luncheon of the Oakdale club. The purpose of the meeting was to promote acquaintance between the representatives of various religious bodies in Oakdale. Each Rotarian had as his

guest a person of a religious faith other than that professed by the Rotarian. Several speakers, representing different religious or fraternal organizations gave interesting addresses on co-operation and tolerance.

### Start Campaign for \$10,000 for Boys' Club

PITTSBURG, PA.—The Pittsburgh club recently sponsored the organization of a boys' club and is now raising \$10,000 for this purpose. This piece of constructive boys' work is the result of careful investigation by the boys' work committee of the club and a survey by a trained investigator. It is proposed to establish the club in what is known as "The Strip" a narrow and elongated section of the city in which it is claimed there is not a single blade of grass and but one very inadequate playground. Subscriptions to-



Twenty-eight of the thirty members the Rotary club of Christiania, Norway, attended this celebration of the eighteenth anniversary of Rotary. The second man from the left in the front row is Rotarian Carlson, American Consul-in-charge. In the next row, seated, are (left to right) Rotarian Hutchinson; Vice-President Bisgaard; President Wegge; the Honorable Lauritz S. Swenson, American Minister to Norway; Secretary Five; and Treasurer Iverson. The others are all leading business and professional men of Christiania, with classifications very much similar to those of members of other countries.

talling \$6,217.50 have already been secured from about one-third of the club's membership. Tentative plans were made to rent the third floor of a building and to provide a gymnasium, showers, reading room, museum, kitchen, and assembly rooms, which will accommodate about 1,000 boys per annum.

A survey showed that within a radius of ten blocks from the proposed club site there are approximately 2,500 boys under eighteen. Statistics show that it costs the city's taxpayers between \$8 and \$10 every time one of the 3,000 boys, who are arrested each year in the city, is brought to the Juvenile Court, and that it costs \$7.11 per week to maintain each of the 300 boys in the industrial school. The estimated cost of maintaining the Boys' Club is about \$10.00 per annum per boy so that on a purely dollar-and-cents basis such a club would be a good community investment. If the entire plans of the committee are approved, a charter will be taken out for the club as a first-class corporation whose board of directors will be drawn from the Rotary Club and from the business men of the district adjacent to the proposed Boys' Club.

#### *Rotary Furnishes Speakers to High Schools*

CANTON, Miss.—Each month the Canton Rotary club sends a speaker to the local high school. The club was fortunate in securing for their speaker for February Carl Faust, of Jackson, former district governor, whose speech on "America" proved greatly worth while to the pupils and to the large number of Rotarians who were present. After a short talk by the president of the Canton club the party returned to the club headquarters where former Governor Faust gave another address.

#### *Springfield Club Completes Scout Membership Drive*

SPRINGFIELD, Mo.—The local club has just completed a remarkable Boy Scout membership drive, another phase of the work which the club has done for the Scouts. In July, 1922, Springfield had 350 Scouts, and on March 1st after the campaign there were 1,050 Scouts in 32 active troops with 27 additional Scout masters. Seventy-five per cent of the Scout council and the Scout president, Scout executive, and the band director, are all Rotarians. Rotarians are now preparing to raise the budget for the 1923 program. Every Springfield Rotarian is definitely connected with at least one



**What Rotary club will win this cup at the convention at Saint Louis? It will be awarded to the club with the best attendance score, computed as follows: The number of miles travelled by the most direct route to Saint Louis, multiplied by the percentage of the club's membership attending the convention. The Rotary Club of Longmont, Colorado, won the cup at the convention in Edinburgh in 1921 with five members present out of a membership of twenty-nine. The following year (1922), Longmont relinquished the cup to the Rotary Club of Malden, Massachusetts, with nine members present out of a membership of forty-eight, giving them 616 points, with Brockton, Massachusetts, a close second with 613 points. The cup was first presented by the Rotary Club of Houston, Texas at the convention at Houston, in 1914, and won by Toledo, Ohio. In 1915 it was awarded to Cincinnati, Ohio, at San Francisco; in 1916 to Tacoma, Washington, at Cincinnati; in 1917 to Chicago, at Atlanta, Georgia; in 1918 to Tulsa, Oklahoma, at Kansas City in 1919, to Pittsburgh, Pennsylvania, at Salt Lake City, Utah; and to Cienfuegos, Cuba, at Atlantic City, in 1920.**

Scout troop and checks are made frequently to see that he gives this activity his personal attention. The club has also financed two Scout bands, the senior band with 140 pieces and the junior band with 130 pieces, with instruments probably worth \$7,500.

Springfield now claims the largest Scout organization in the United States in ratio of number of Scouts to number eligible for Scouts. Under Rotary's leadership the Scout organization has grown so rapidly that it is taking the attention of the entire club to handle it.

#### *Hold Community Easter Service At Sunrise*

REDLANDS, CAL.—The Rotary club co-operating with the Ministerial Association arranged for a community Easter sunrise service at the entrance to the famous Canon Crest park, better known as "Smiley Heights" on the rim of the

hills above the "Valley of Gold." The sun failed to shine, it was cloudy, and before the service ended there was a misty rain, but despite all this more than 500 people listened reverently to a program including music, readings, and an address by the president of the University of Southern California.

#### *Ladies of Rotary Demonstrate How to Conduct Program*

SALEM, MASS.—Salem Rotarians thought they were very able fellows when it came to putting pep and novelty into a club program, but a recent "surprise" meeting demonstrated that for resourcefulness and real ability their wives win easily! When the members reached the meeting place they found the doors closed, but after they had succeeded in getting past the outer guard they found their wives seated at the tables, each with a vacant place at her side for her husband. The president's wife wielded the gavel with professional ease, and the meeting opened with an original song led by a charming "soprano," attractively gowned and more than attractively made up. "Mademoiselle Constance Service" was the center of attraction, until the hoax was discovered.

The serious purpose of the luncheon was discovered when the past presidents of the club were called forward and presented with past presidents' badges, these gifts being made to the officials by the ladies of Rotary. The Rotary Anns also presented a donation toward the furtherance of boys' work. This, together with singing and general merriment would have been a good program, but the ladies did not stop there. They introduced a speaker, Miss Helen Norton, who gave a description of an interesting innovation—a school for education in store service.

#### *More Than 300 Entries In Bird House Contest*

BAYONNE, N. J.—The Bayonne Rotary Club has conducted a bird-house building contest for a period of two and a half months from the first announcement to the exhibition and awarding of prizes. Three hundred and thirty-one entries were received from which twenty-seven were selected by the judges. The prizes were articles of useful merchandise such as cameras, baseball gloves, Scout knapsacks, pen-knives, etc. A store-window exhibit of these prizes was arranged prior to the opening of the exhibition. The entire cost of this interesting and worth-while contest was about \$52. The



Many Rotarians and their wives attended the dedication of the X-ray annex to the Cottage Hospital of Margate, England. Funds for this annex were raised under the auspices of the Rotary Club of Margate, and this addition to the town's curative facilities will doubtless be appreciated by the large number of health-seekers who flock to Margate each year.

contest was limited to boys under eighteen and the competitors were allowed to try their skill in making suitable structures for one or more of three groups of bird houses, baths, and feeding-stations.

#### Rotary Officials Visit Fort Smith

FORT SMITH, ARK.—Ray Havens, International president, and Thatch Guernsey, governor of the Fifteenth District, visited Fort Smith recently. Large delegations of Rotarians from Poteau, Okla., and Fayetteville, Harrison, Rogers and Van Buren, Ark., met with the Fort Smith Rotarians in the evening and heard "Thatch" give a fine talk on Rotary's potential influence on world peace. President Ray followed with an inspiring speech on business ethics which was enthusiastically received.

Rotarian Leon Williams has deeded to the local Boy Scouts a forty-acre tract of land situated eight miles from the city, which is an ideal site for a permanent camp.

#### This Club Holds "Big League Day"

SALEM, N. J.—President Bill Chew of the Salem club was invited by Judge Charles Mecum to address the successful applicants for admission to citizenship in the Naturalization Court. The Salem Rotarians will be present in a body to hear President Bill's talk.

February 28th was "big league day" with the club. Their guests on this occasion included some present and former

major league stars and some well-known local athletes. The guests of honor were Leon Gosling, present outfielder of the Washington American League Club; W. Lawton Witt, outfielder of the New York "Yankees"; Reuben H. Oldring, who was a member of Connie Mack's "Athletics" for thirteen years and assisted

in winning two world's championships; Malcolm E. Musser, physical instructor in the Salem schools and center of the champion Old Oaks basketball team, winners of last year's county league championship; and the Rev. Powell H. Norton, fielder of the Salem team, winner of last year's county league championship. Many may not know that these athletes are all residents of Salem county. "Doc" Norton is also "chaplain" of the Rotary club.

#### Welsh Rotarians Hold Inter-City Smoker

CARDIFF, WALES.—A smoking concert, preceded by a golf tournament, was arranged by the Rotary clubs of Cardiff and Newport, which proved a source of good fellowship and Rotary education. The Cardiff club has also arranged for a series of Rotary dances which are eagerly anticipated by the members and their ladies.

#### "Birthplace," "Old Timers" and "Me and the Boss" Luncheons

VANCOUVER, B. C.—The Vancouver club held three interesting meetings lately which will doubtless do much to spread Rotary influence in the community. The first of these was a "Birthplace luncheon," at which tables were arranged to seat representatives of various countries, representatives of groups of Canadian provinces, and the native sons. Each table was allowed to furnish a speaker, who was given three minutes in which to extol the beauties

(Continued on page 288.)



At the Ninth District Conference the Rotary Club of St. Paul, Minn., presented District Governor Norman Black with this key as a symbol of civic hospitality. This sketch of Mayor Nelson, of St. Paul, holding the key gives a fair idea of its proportions. The key is six feet long, made in gold and polychrome, set with jewels including a large ruby in the center of the wheel and amethysts in the handle.



## Why Wasn't I Told?

*"Why wasn't I told of this overstock? I could have moved it easily in season. Now we'll have to sacrifice or carry it over to next year, and much of it may then be obsolete. It's going to mean a heavy loss to the firm."*

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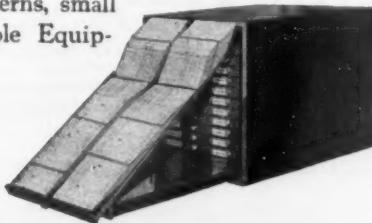
That is why thousands of concerns, small and large, find that Acme Visible Equip-

ment, when applied to their records, enables them to

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A complete copy of one of John Z. White's recent addresses on  
**"TAXATION"**

together with several pamphlets on related subjects mailed  
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Address Henry George Lecture Ass'n, (F. H. Monroe, Pres.)  
538 S. Dearborn St.  
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throughout the U. S. and Canada.

**Salt Lake City, Utah**  
**HOTEL UTAH**  
GEO. O. RELF, Gen. Mgr.  
Rotary Club Luncheons held here Tuesdays, 12:15.  
Visiting Rotarians Welcome

## IT IS TRUE "He Profits Most Who Serves Best" BUT—

it is unfortunately also true  
that with the rank and file  
it usually happens that  
the man who talks the



longest and loudest about  
SERVICE is thinking  
about what the other fellow  
should render to him.

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White Waxed Paper

**Kalamazoo Vegetable Parchment Co.,**

**Kalamazoo, Mich.**

## Rotary Club Activities

(Continued from page 286.)

and wonders of his birthplace. These speakers competed among themselves, and the winner was gravely presented with a handsome (toy) touring car.

Soon after this event the club held an "Old-Timers' luncheon," at which the club entertained those who were residents of Vancouver prior to the great fire which laid the city waste in 1886. Many men who had played their part in the "trail-blazing" days of this section were visibly affected as different speakers recalled the days when Vancouver was known as "Gas Town."

The third special luncheon was a "Me and the Boss" meeting, at which each Rotarian had as his guest one of his own employees. This was one of the largest meetings of the club, and the special program was appreciated greatly by the guests.

### Boy's Hobby Fair Sponsored by Rotary Club

LONDON, ONT.—The London club has interested itself in work among boys and among young men in Western University. The work among boys is being given a spectacular development this spring. During the fourth week in May the boys' work committee will put on a boys' hobby fair, at which there will be exhibited articles of all sorts manufactured by boys in the city schools, clubs, churches, etc. There will be a total of 180 classifications, and the exhibits will be so numerous that the government armories will be required to house them properly. The committee feel that their effort will stimulate the boys to make useful articles which can be produced without an extensive mechanical equipment.

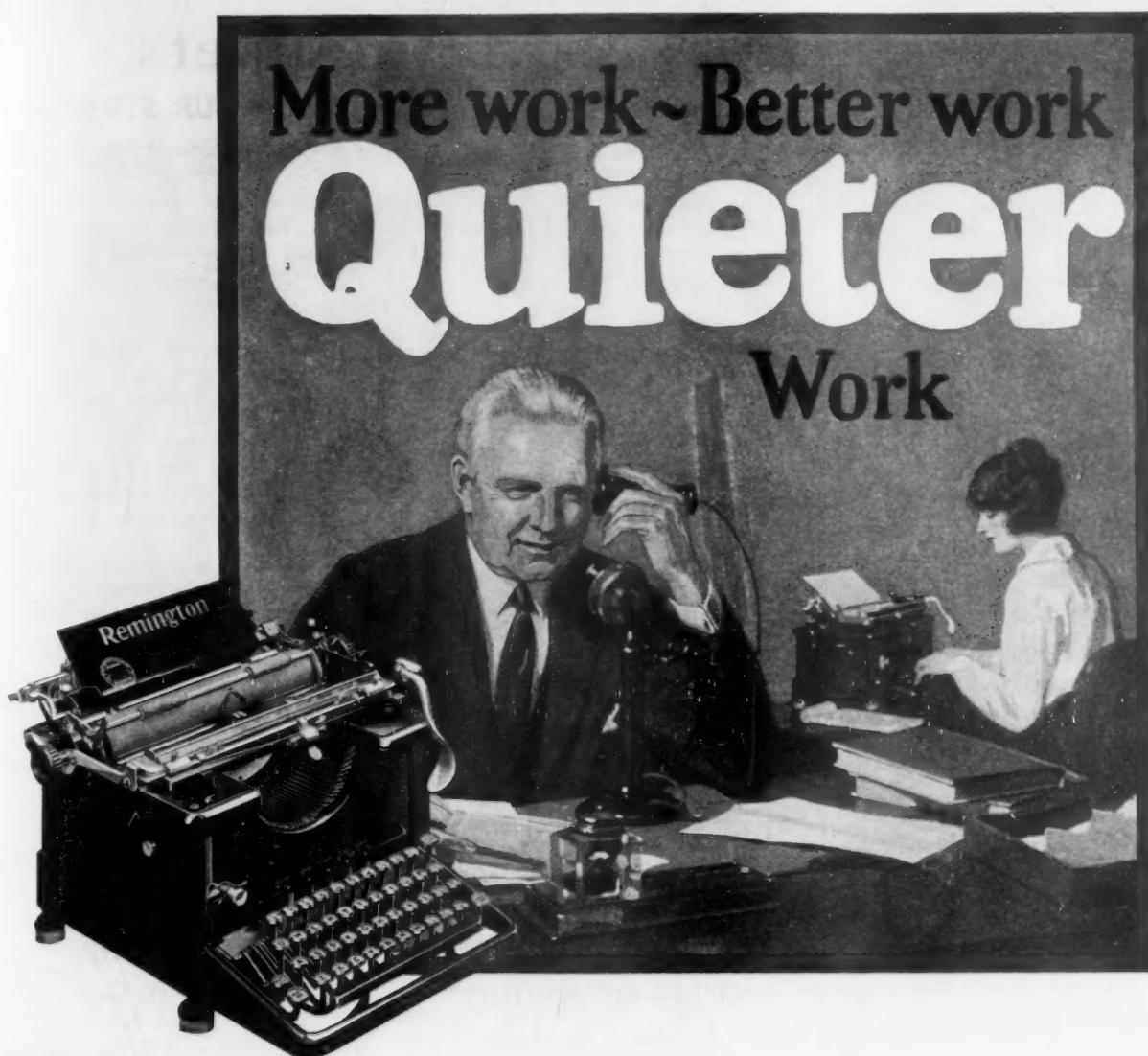
### One Hundred and Forty Boys Are Entertained

LEWISTOWN, PA.—The Lewistown club presented Y. M. C. A. memberships to one hundred and forty boys, and later entertained the boys with a cafeteria luncheon, songs, music, etc. Many automobiles and a special trolley were requisitioned for transportation, and both the boys and their "big brothers" thoroughly enjoyed the opportunity for closer acquaintance.

### Chinese Speaker Urges World Friendship

LOCKPORT, N. Y.—Lockport Rotary had a treat at a recent luncheon when William Hung, professor of world's history at Pekin University, spoke on "China in the Coming Drama." Mr. Hung has a remarkable grasp of English, a pleasing personality, and is an exceptional lecturer. He was profuse in his thanks for various kindnesses shown him in America and particularly men-

(Continued on page 313.)



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## Other Important Items of the Remington Typewriter Line

**Improved Remington No. 10—**  
the Standard Correspondence Machine.  
Highly satisfactory under all conditions  
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More Work—because of the "natural touch", and other time-saving features which make the day's typing swifter and easier.

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These are the practical advantages which give more and better typewriter value to every Remington user.

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specially to protect delicate  
moist food products - products such as

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**THE PECULIAR THING**  
about this wrapping paper  
is the property of with-  
standing the action of  
water. It won't disinte-  
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is odorless and tasteless,  
too! It is also grease, blood  
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**VEGETABLE PARCHMENT**  
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a special treatment produces  
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careful and courteous  
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## With the Poets

### APRIL SNOW

By Marian Marvin  
Troy, N. Y.

*THE* *e*ms stand stark against a sky  
Of misty gray. And sailing high  
Some wild geese toward the northland  
fly.

The lacy branches of the trees,  
Stripped bare of leaves, bereft of breeze  
Above the house-tops sway and freeze.

The world is hushed with April snow  
That clings to every dark hedgerow,  
As though it could not bear to go.

### MAY NIGHT

By Marian Marvin  
Troy, N. Y.

*FROM* *out* *my* *window* *I* *can* *see*  
The twilight's fading mystery.  
I hear the robin's good-night call  
As darkness nestles over all.

This deep pulsating night of May,  
Is lovelier than the recent day.  
A dimpling young inquisitive breeze  
Stirs wonderfully amongst the trees.

The light has fled. With mystic dreams  
A dusky wood's dim outline teems.  
And all is purple, save afar.  
Where gleams a timid new-born star.

### "SIGNS OF SPRING"

By Alvin A. Goodwin  
Angola, Ind.

*WHEN* *a* *sort* *'o* *sense* *'o* *livin'* *comes*  
a stealin' o'er a man,  
An' the buds break through their prison,  
an' the robins nest again,  
When the martin's flyin' high an' the  
geese in columns long,  
An' the grass is crazy ter come out an'  
join the merry throng;  
The farmer turns up heaps 'o sod, the  
roads are scraped an' dry,  
An' temptation grips the speed-bug ter  
throw her in ter high,  
When gasoline goes up in price until it  
makes us sick,  
An' kids are hookyin' frum school an'  
paradin' long the crick;  
An' their feet is jist a itchin' ter come  
out 'o shoes an' socks,  
Tho the ground is cold an' clammy an'  
they stub their toes on rocks,  
When the maples hev disgorged them-  
selves of their precious liquid sweet  
An' it's all made in ter 'lasses an' sugar-  
cakes ter eat;  
The frogs are chorusin' agin, the fish  
are jumpin' out,  
An' daddy's got a "kinky back" an'  
mothers got the gout,  
When this sort 'o sense 'o livin' seems  
ter spread out far an' near,  
It's a sign thet Winter's slippin' an' an-  
other Spring is here.

### ON OUR STREETS

By Katherine Wilder Ruggles  
Sioux City, Ia.

*D*O you ever look for beauty  
Upon the busy street;  
Or only see the rush of things,  
The endless hurrying feet?

*D*o you see the crush and clutter  
About the market place;  
Or seek the unexpected smile  
On many a common face?

*H*ave you ever been uplifted  
By a sudden subtle grace  
That rises out of sordidness  
To change the market place?

*Y*ou may feel a thrill of pleasure  
From the whistled melody,  
Of a hunch-back's song of Mary—  
"Oh, What a Pal Was She!"

*A*s you see him trudging homeward,  
You forget—the same as he—  
That the back may never straighten,  
For his soul is winged and free.

*A* smile, a song, a kindness,  
A friend you love to greet;  
These are the human nature plants  
That beautify our street.

### PASSERS-BY

By J. W. Carr  
Butler, Pa.

*I* PASSED a man on the road today,  
His back was bent and his hair was  
gray,  
Upon his old face were lines of care,  
Which worry and toil had written there.  
I passed him by, as I hurried on  
And the poor old man from sight was  
gone.  
He passed along with the crowd some-  
where,  
Bearing the weight of his deep despair.  
I passed him by, but I'm wondering now,  
If I shouldn't have stopped and learned  
somehow,  
If there wasn't something that I could  
say  
To help the o'd man along his way.  
I wonder now as I go along,  
How many folks in the passing throng  
Saw the old man as he passed today  
And gave him a lift as he went his way.

*I* mightn't be much they had to give,  
A word, a smile, but 'twould help him  
live,  
'Twould cheer his heart as he struggled  
on  
And lighten the load he bore along.  
It isn't a'ways the mighty deed  
That fills at best the world's real need;  
It may be only a word or smile  
That makes an old man's life worth  
while.



## *Do you know the score of ways a warehouse can serve you?*

WISE people no longer wear themselves out at moving time. They simply call on a furniture warehouse. Expert packers do the work economically. They move your goods in padded vans and, if your new location is not ready, store your furniture in well ventilated ware-rooms.

While you are away during the Summer, your piano is safer in a storage warehouse—and your rugs, your silverware, your wife's furs. For the warehouse is immune from theft or fire, and secure

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As a safe repository for business records, the furniture warehouse has no equal.

But do not simply go to "a" warehouse. See that the one you patronize bears the seal of the National Furniture Warehousemen's Association. This seal is your guarantee of high ethical and professional standards. In every locality there is a warehouse, noted for its security and efficiency, which is a member of N. F. W. A.

*You will be surprised to learn how serviceable  
a storage warehouse can be and in how many  
different ways. Just write for details to*

***The Rotary Members  
of the National Furniture  
Warehousemen's Association***

Room 1417 Woolworth Building

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*This is the guarantee seal of service*



*of the National Furniture Warehousemen's Association*



## Show Your Colors

Complete with rods and thumb-nuts.

—o—  
Can be attached to any car in two minutes.

—o—  
Will not jar loose.

—o—  
Any Rotarian's check is good.

—o—

Wear this handsome Rotary emblem on the radiator of your automobile when you drive to the Rotary Convention at St. Louis. Show folks that you belong to one of the liveliest organizations in the world.

It's really a handsome decoration for your car, and something you can justly be proud of. It is three inches in diameter, showing the Rotary emblem in regulation gold and blue on a white background, and brilliantly finished in genuine jewelers fired enamel.

**Special Price with-out name of city, \$1.50**      **With word "MEMBER" and name of your own city, as illustrated, each \$2.00**

Special quantity prices to Rotary Secretaries upon application.

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Van Buren and Hoyne Avenue,      Chicago

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Please send me.....

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Mail the coupon today.

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## Lo Que es el Rotary

(Continued from page 277.)

rotarias, en cuya atmósfera sólo se respira cordialidad, amistad, buena voluntad mutua y mejor deseo para todos y cada uno de los reunidos; hace que el Rotario salga de aquel lugar impregnada su alma de esa santa savia bienhechora y que luego se esparce y difunde por todo el pueblo o ciudad donde el Club funciona, para mejora y bien de todos sus habitantes.

SER Rotario es pues un privilegio; ser Rotario es una distinción; ser Rotario es un honor. Rotario equivale a decir; hombre moral, hombre bueno. Para alcanzar este honroso título, es menester poseer dotes y reunir condiciones, que lleven por guía la moral más severa y jamás ser depositario de procedimientos innobles, carentes de pureza y pulcritud dentro de su esfera individual, comercial o profesional. Sus energías las encamina a tener el mayor éxito posible en su negocio o profesión, sin recurrir en ningún caso a la mentira, ni mucho menos al engaño. Está plenamente convencido de que todo éxito logrado por procedimientos irregulares, alejados de toda moralidad y que envuelven perjuicios al prójimo es transitorio, efímero y fugaz, que con la menor conmoción, el más pequeño motivo, la causa más insignificante lo desbaratan y derriban de manera tal que cae ahogado y destruido por el propio peso del mal que lo encubrió, sin que ni los grandes y titánicos esfuerzos para reconquistarlo logren cimentarlo de nuevo se esfuma y desaparece por completo para no volver jamás.

El credo del verdadero Rotario es:

Hacer algo digno y meritorio todos los días.

Sufrir con paciencia las penalidades. Avanzar como un valiente.

Ganar todos los honores posibles.

No buscar lucros, donde vea que se dañan a otros.

Hacer diariamente algo que alivie las penas de su prójimo.

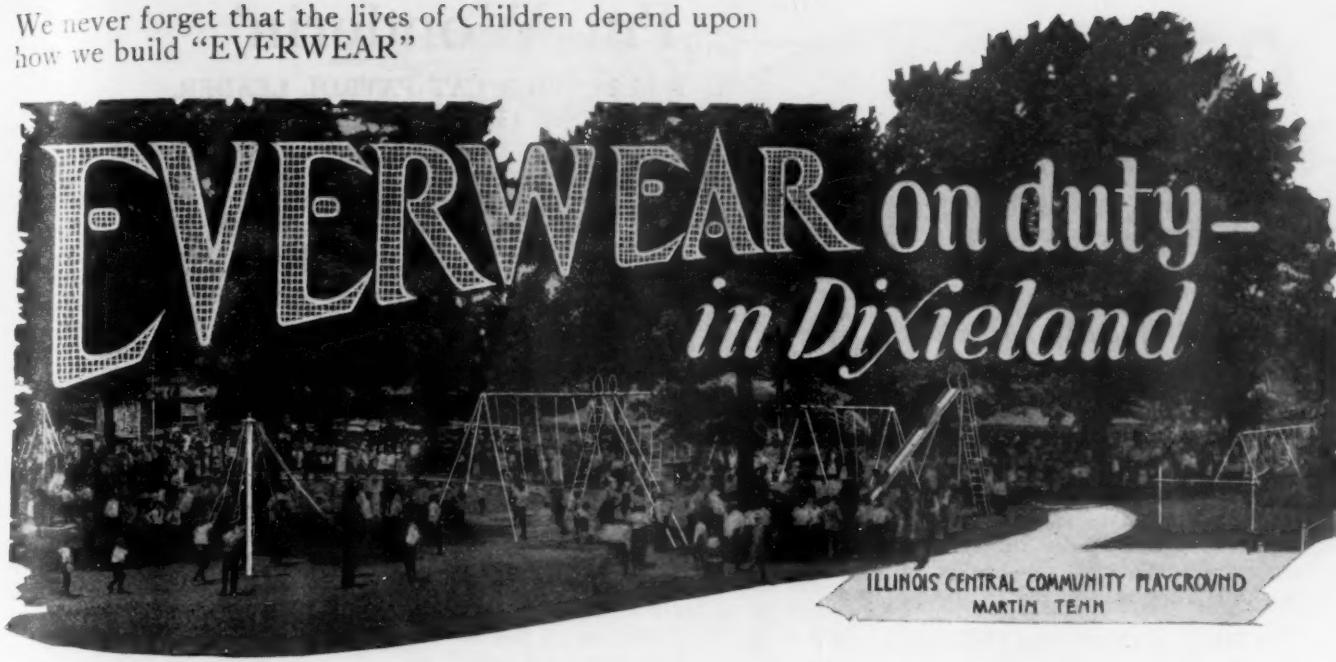
Cumplamos con este Credo; sigamos los preceptos de nuestro Código de Moral; nunca nos apartemos de sus principios, ideales y enseñanzas; y podremos entonar un hermoso himno al Rotarismo, aceptando la bondad de otro de nuestros lemas: *El egoísmo os podrá hacer ricos; solo el altruismo os hará felices.*

### His Last Wishes

"Charles seems to be very exacting," said a fond mamma to the dear girl who was dressing for the wedding.

"Never mind, mamma," said she, sweetly, "they are his last wishes."

We never forget that the lives of Children depend upon how we build "EVERWEAR"



## The Illinois Central Railroad Used Everwear All-Steel Playground Apparatus

when equipping its Park at Martin, Tennessee. This is but one of hundreds of Public Service and Industrial Corporations which are using "EVERWEAR" as standard equipment in their Community Betterment Programs.

For fifteen years, through the recognized channels for such activities, "Everwear" has been building the Character and Bodies of America's Youth. Today it ranks highest in every element making for Safety, Durability, Simplicity, Good Clean Looks, Play Possibilities and Low Ultimate Cost.

Children  
Must  
Play—  
Give  
Them  
a  
Playground

Its many patented features, the result of "Everwear" ingenuity and enterprise, alone constitute "Reasons Why" you should equip with and standardize on Everwear Playground Apparatus.

"Everwear" is specified and endorsed by the leading Educators, Park Superintendents, Playground Supervisors and Public Officials in America.

"Everwear" has a world-wide distribution. Wherever there are children it has a mission to perform. No interpreter is required. It immediately suggests its only function—PLAY—Clean, Character developing and Body building PLAY.

*"EVERWEAR" will make permanent your Playground investment.*

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Everwear Patented Frame Fittings incorporate a uniquely effective "double dog" clamping device. No holes to drill nor set screws to worry about. There is 10 sq. in. of positive clamping surface for each pipe.

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Comfort, Luxury—**

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SCYTHIA, LACONIA, SAMARIA, FRANCONIA, and the Anchor Liners, CAMERONIA and TUSCANIA.

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**Rates are moderate and unsurpassable in value**

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Keep your pants up  
and your shirt down

Why be bothered with the annoyance and discomfort of pulling up your trousers every few minutes? Let a pair of Sta-on Trouser Supporters keep your trousers up and hold your shirt down. Sta-ons do not bind or chafe. Promote good health. Easy to use. Hold with a bulldog grip which can't harm the sheerest silk.

**10 Day Free Trial Offer**  
Try a pair of Sta-on Trouser Supporters at our risk. If at the end of 10 days you want to keep them send us \$1.00 for the nickel plated or \$3.00 for the gold plated. If not satisfactory, return the Sta-ons. Agents Wanted.

The Linral Co. Dept. M. St. Louis, Mo.



# I'm Wonderin'

As Told by WILD CAT PATROL LEADER  
TROOP 13, BUNKER HILL

Note: Thousands of boys all over the United States are learning something about Rotary and the principles of Rotary through coming in contact with clubs which are engaged in boys work activities. Some times a club gets started off in the wrong direction and those responsible wonder what's the matter. This patrol leader tells how it was with his town and its boys.

ity wantin' to know what it is all about. Then th' fun begins. Mr. Bill learned all that and a lot more with those first five troops.

Bein' kinder busy runnin' two saw mills and th' Boys Work Committee, he thinks he has got to have some regular help with all his would-be Scouts. This here Bill is a regular whiz at organizin' everything that comes along and some things that don't.

HE calls his committee together to discuss th' multiplicity of what has grown up on 'em. Th' long and th' short of it was that they decided to organize a Scout council with a paid executive and every thing.

Th' matter was put up to th' club at th' next meetin'. It met with favorable comment and somebody made a motion that an executive be hired and introduced at th' next meetin'. They was that anxious to get Scoutin' goin'. They hadn't heard anything but Scouts, Scouts, Scouts! since Bill and his committee got appointed.

Bill, he kinder sprung up like he was on rubber and yells, "Hold on, here. We ain't in no big hurry. When we get a man to come here and run our Scouts, he has got to be a MAN! One of th' kind that can make 'em lie down and turn over." He said there had to be something spiritual about th' fellow and that he had to be straight and clean because that was th' only kind of kids that he ever wanted to see come out of th' Scouts.

"Man!" he yells at 'em, "Boys is the most priceless things in th' world. They are what makes men. We've got to give 'em th' best that is."

That made 'em call their dogs in and consider awhile. You know how it is. They had a pow-wow there that made th' meetin' last half an hour longer than it should and then some of 'em, Bill in th' lead, didn't go to their business until a whole lot later.

Th' upshot of it was that a campaign for funds was put on about three months later. They raised a lot of money, got hitched up with th' National Scout Council, and then they was all set to have their worries cured. They was—and they wasn't. It's one thing to have money and an entirely different thing to get a man to handle a town full of kids.

Th' Boys Work Committee had turned th' promotion of th' Scout work over to a local scout council with an executive committee. Bill had to get hitched up to that as president. It is a good thing that he did. He's a regular fellow. He

(Continued on page 296.)

You ain't no more than through yellin' before here is every kid in th' commun-



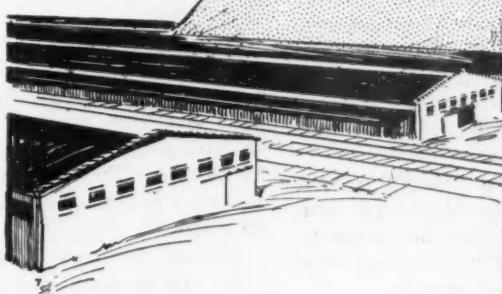
# Quantity, yes -but quality as well

STEP into any department store, large clothing shop, drygoods or general store that is selling War Department surplus wearing apparel, textiles and general merchandise, and examine the quality of the commodities displayed.

Look into the department store advertising pages of the metropolitan dailies and see what stress is being laid on the quality of the merchandise being offered to the public today.

Check up on these two statements and the results will astound you.

Little emphasis has been laid on the quality of War Department commodities in the past, due to the fact



that large amounts of the higher grade merchandise were withdrawn by the Army for equipping and outfitting a contemplated large reserve force of officers and enlisted men. With the reduction of this reserve to a minimum, these huge stocks of high grade merchandise have been made available as surplus. The higher the quality, the better your prices.

Much of this surplus is available in early sales, a list of which appears in the panel of this advertisement. There is a catalog for each sale, and buyers for clothing, drygoods, hardware, sporting goods and department stores should have all of the catalogs—the Q. M. catalogs especially. Send for these catalogs as directed in the sales date announcements in the panel. However, it is always the best idea to send your name to Major J. L. Frink, Chief, Sales Promotion Section, Room 2515, Munitions Bldg., Washington, D. C., who will see that you will be put on the War Department mailing list for catalogs of all sales in which he thinks you will be interested.



WAR DEPARTMENT	SELLING PROGRAM
MAY 10—Q. M. SUPPLIES, Columbus, O. Auction. For catalogs write Q. M. S. O., General Intermediate Depot, 1819 West Pershing Road, Chicago, Ill.	ington, D. C., or Q. M. S. O. at the following locations: 59th St. and 1st Ave., Brooklyn, N. Y.; 1819 West Pershing Road, Chicago, Ill.; San Antonio, Tex.; San Francisco, Calif., or Chief, Sales Promotion Section, Office Director of Sales, Room 2515, Munitions Bldg., Washington, D. C.
MAY 11—AIR SERVICE SUPPLIES, Rockwell Field, Calif., Auction. For catalogs write Chief, M. D. & S. Section, Air Service, Room 2624, Munitions Bldg., Washington, D. C., or A. S. Supply Officer, Rockwell Field, San Diego, Calif.	MAY 17—Q. M. SUPPLIES, Chicago, Ill., Auction. For catalogs write Q. M. S. O., General Intermediate Depot, 1819 West Pershing Road, Chicago, Ill.
MAY 15—Q. M. SUPPLIES, San Francisco, Calif., Auction. For catalogs write Q. M. S. O., Q. M. Intermediate Depot, San Francisco, Calif.	MAY 21—Q. M. SUPPLIES, New York, N. Y., Auction. For catalogs write Q. M. S. O., General Intermediate Depot, 1st Ave and 59th St., Brooklyn, N. Y.
MAY 16—TRENCH SHOES, Washington, D. C., Sealed Bids. For proposals write Quartermaster General, Munitions Bldg., Wash-	The Government reserves the right to reject any or all bids.

SEND FOR CATALOG

SEND FOR CATALOG



## WAR DEPARTMENT

# going to New York ?

KNOW  
THE  
HOTEL  
? OF  
UNIQUE  
SERVICE

AT the McAlpin, you find the Assistant Manager just across from the desk, always available and ready to meet your emergency—

Almost any immediate need is procurable without leaving the building—

The famous Nahan Franko's orchestra entertains in the main Dining Room—

Dancing, under ideal conditions, is popular in the Terra Cotta Grill during dinner and supper—

An entire floor is exclusively for women, with Hostess, Chaperones, Guides and Competent Shoppers—manicurists, masseurs and facial experts—also a Library and Children's Playroom.

There are modern Turkish and Russian baths with swimming pool—

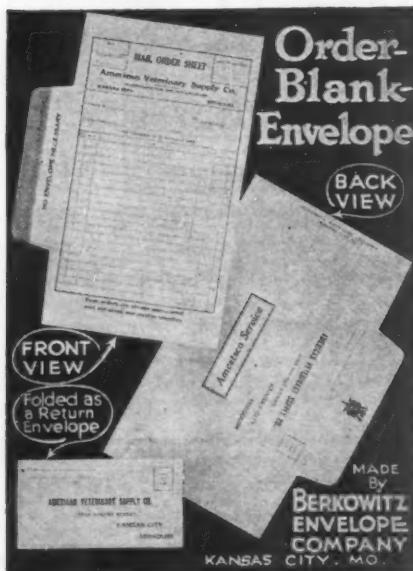
Club Breakfasts are a feature at very moderate rates—

But, in addition to all its features, Arthur L. Lee, Manager, personally seeks to so assure the pleasure and comfort of your stay as will cause the Hotel McAlpin to be your New York home in the future.

ARTHUR L. LEE, Manager.

*"The Center of Convenience"*  
Broadway at 34<sup>th</sup> Street

Hotel McAlpin



## I'm Wonderin'

(Continued from page 294.)

knows more about th' kind of man it takes to make a Scout executive than most teachers and preachers know about good grades and pearly gates.

First thing you know, it was 'long close after th' war, a fellow is recommended. He shows up dressed in soldier's clothes with a cigar about two feet long and th' biggest bunch of cuss words in th' course of an hour that any one could want. Bill didn't even suggest that this fellow wait. He kind of promoted him right out of th' door.

Th' next guy that come along didn't get elected Scout executive, either. He was a nice little lady-like fellow who called all th' boys he met little darlin's. He parted his hair in th' middle. He wouldn't have been no good any way.

TH' fellow that finally got th' job is a prince. He is one of those fellows who can look a boy in th' eye and make him want to be president of th' United States right away. He can talk to us and make us feel like we have th' biggest opportunity to make good that ever hit this old world. If we don't make good with all th' clubs, th' churches, and everything in th' town back of us, we are not worthy of th' name of Scouts.

That guy knows more boys in this town than th' superintendent of schools, and when it comes to knowin' grown-ups, he has th' mayor backed off th' map. There aint nothin' in th' town that is good for boys that he can't get. If there is something that is good, and it aint here, he sends for it.

That's th' kind of guy that Bill wanted for us. I'll tell th' world, he got him. But this aint a story about our executive. It's more about th' Ro'try Club and what it's done for th' boys of our city.

Gettin' th' executive was a start. There was a little trouble right there at first. Th' executive committee of th' Scout council thought th' executive had been employed to be a kind of big Scoutmaster tq take care of all th' troops. It took th' executive and some good members of th' Ro'try Club about a month to get that straightened out. Th' executive said he was employed to help th' Scoutmasters and th' troop committee men make their troops go.

Th' executive committee wanted him to run them himself. They tried to rent a big hall so he could get all th' boys together and drill them. Mr. Executive wouldn't hear to that. He said Scouts didn't need that much drill. Smaller offices were finally rented. This kinder made th' committee sore. They wanted Scoutin' run their way.

This was where Bill and his bunch helped out. They thought that th' executive ought to know what he was doing and that th' executive committee should

help him to do it. From that very minute Scoutin' began to grow. And it has kept on growin'.

That was three years ago. Now we have all sorts of Scouts. We have a Scout town. There ain't nothin' we can't get. Th' preachers preach to and about th' Scouts. Scout day is recognized in all th' schools includin' the parochial schools run by th' Catholic people and th' private preparatory school. Both of our daily papers are strong for Scoutin'. They print more about th' Scouts than they do about politics; and this is some political burg. Th' civic clubs are back of us to a man.

There was a time when people thought scoutin' belonged to th' Ro'try Club, but Bill knocked that out of their heads by goin' around to all th' civic clubs and churches with a picked delegation of Scouts from everything in town except the Ro'try club. That is, their folks were. Now scoutin' belongs to us all. We're glad of it.

But it was th' old Ro'try Club that started it. Th' club has been back of th' boys in this town like a trained bird dog back of a hunter. One time there was a bunch of magazines sold from our newsstands. These papers was widely read by boys, young men, and women. But such readin'!

It was mostly about wild women and wilder men. Th' things that they told shouldn't ever be told in th' presence of girls and little babies. Stuff like that, th' Ro'try Club though, shouldn't be read by no one. They went to see th' mayor about it. He thought there wasn't nothin' he could do.

It took th' Boys Work Committee a little less than no time to get their lawyer busy lookin' up th' law. It was there, and it was strong. Th' mayor reconsidered; th' news-stands in our town are clean. Clean! That's one of th' Scout laws.

ONCE our town was almost filled with gamblin' machines. Only, people didn't think it was gamblin', then. There was wheels which could be turned after a nickle was put in. You got slugs—maybe—worth a nickle each in trade at th' store where th' machine was. Luck made you careless and there was very little trading with th' slugs. A fellow just naturally had to try again. I know. I tried it.

Then, there was punch boards and lots of other things. You could try for hams, knives, dolls, pistols, parasols, pillow knives, tops, candy, cigars. In fact, you could almost furnish your house if you were lucky. Only most people wasn't lucky.

Th' Ro'try Club was th' first to notice

th' discrepancies in what Scoutin' was teachin' and in what th' city authorities was allowin'. There was a lot of smoke and some fire, but the Ro'try Club won. There ain't no petty gamblin' in our town now.

There's some other things that th' club has done such as providin' a truant officer to see that we don't cut school and such things. Always there is a big graduating party to see how many fellows are goin' to high school and to college. Th' Ro'try Club is a mighty big thing for th' boys in our town.

I ain't nothin' great—only an ordinary patrol leader of th' Wild Cat Patrol of Troop 13, but I'm wonderin' what I would have been if it hadn't have been for th' Ro'try Club.

*Statement of the Ownership, Management, Circulation, Etc.*

REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

OF THE ROTARIAN, published monthly at Chicago, Illinois, for April 1, 1923.

State of Illinois, } ss.

County of Cook, } ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Chesley R. Perry, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of THE ROTARIAN and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 448, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher: Rotary International, 221 E. 20th St., Chicago.

Editor: Chesley R. Perry, 221 E. 20th St., Chicago.

Managing Editor: Emerson Gause, 221 E. 20th St., Chicago.

Business Managers: Chesley R. Perry, Business Manager; Frank J. Morard, Asst. Business Manager, 221 E. 20th St., Chicago.

2. That the owners are: (Give names and addresses of individual owners, or if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock): Rotary International, an Illinois corporation not for pecuniary profit; no capital stock and no stockholders; Raymond M. Havens, Kansas City, Mo., president; Chesley R. Perry, Chicago, Ill., secretary; Rufus F. Chapin, Chicago, Ill., treasurer.

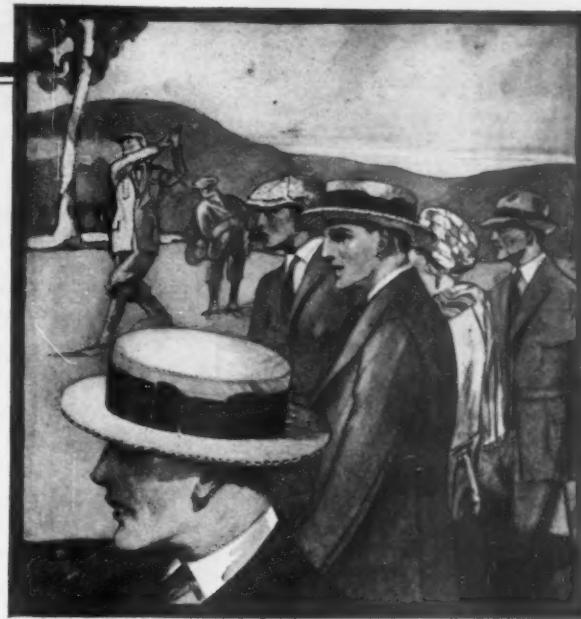
3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona-fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication, sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is: (This information is required from daily publications only.)

(Signed) CHESLEY R. PERRY.  
Sworn to and subscribed before me this 12th day of April, 1923.

[Seal] (Signed) CECIL B. HARRIS.  
My commission expires February, 1925.



## Your straw hat should be comfortable

MOST MEN part with a soft felt hat as reluctantly as with a pair of shoes that have grown old gracefully.

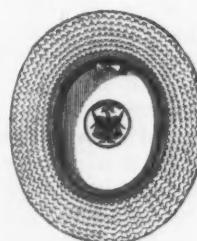
But changing from felt to straw needn't be a painful process. It isn't for the man who wears a Knox Straw Hat. The Knox hat conforms to the shape of his head; it feels comfortable.

On balmy days when your dress is precise in every detail, you'll be proud of your Knox Straw Hat and more, too, you'll appreciate it thoroughly for its comfort.

*In leading stores throughout the country wherever the Knox Coat of Arms is displayed, you are assured of style, quality, and courteous attention.*

NEW YORK  
Fifth Ave. at 40th St.

SAN FRANCISCO  
51 Grant Avenue



THE KNOX  
"COMFIT"

A few rows of fine soft braid make this straw hat self-conforming. Once on a man's head the "Comfit" makes its own selling argument. It is as comfortable as a Knox Cap.

# KNOX HATS

FOR MEN  
AND WOMEN





**LIPPMAN KAMPRITE TRAILER**

**Lightest Because Most Compact**

Add zest to your auto trip—live in the open with all the comfort of home. Banish the dread of poor hotels, of makeshift camps, and foul weather. Kamprite Trailer follows any car easily wherever you can drive—carries all duffle or six suitcases—eliminates crowding of tonneau or front seat with luggage—all can ride in comfort.

**Top raises like an awning**

Canopy and beds fold all together as simply as an awning—erectable in storm with safety to outfit.

Kamprite Trailer provides home comfort in the heart of the wilds or along any road at a downright saving over usual methods of stopping. Deep, restful sleep assured by clean, comfortable beds—full protection against rain or wind storms, insects and reptiles. **Beds for four**—a mat on the floor makes room for more—partition for privacy—4 by 7 floor space—hammocks for clothes. Tail lamp and Batteries.

Write for booklet "Lure of the Long, Long Trail."

**A Real Camp Home**

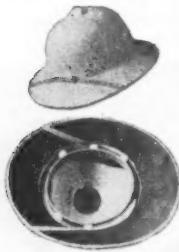
In Three Minutes



**LIPPMAN KAMPRITE TRAILER CO.**  
1111 Pine St. Louis Dept. R

We are also sales agents for the Lamstead KampKar body that can be quickly substituted for the body of any standard Ford car.

## Wear a Chinese Pith Helmet This Year



The ideal hat of the Orient transplanted and adapted for the use of motorists, golfers, polo players, hunters and in fact, for every one who requires a light, comfortable hat protecting them from the sun and heat.

Large air space, with perfect ventilation and shaped to give perfect shade and eye protection. Give your regular hat size when ordering.

Why not equip your delegation to the St. Louis Convention with Chinese Pith Helmets?

**\$3.50**

Post-paid to any place on earth

Money refunded and return charges paid if unsatisfactory.

We are also jobbers for these Helmets and will be glad to send samples and prices to dealers.

**VIC HANNY COMPANY**  
Importers  
PHOENIX - - - ARIZONA

## Questioned Documents

(Continued from page 265.)

successfully. Albert S. Osborn suggests in the *Journal of the American Bar Association*, Vol. VII, No. 1, that for the protection of documents of importance, such as wills, contracts and agreements, that a subscribing clause be written in longhand by the one who executes the document. A simple statement like the following is suggested:

"I have read this document and understand it and have written this with my own hand and sign my name to signify that I agree to its conditions." James A. Wakefield."

If this considerable amount of writing is written when a document is signed, it serves the purpose of making the execution of the paper difficult to repudiate by those who would avoid its conditions, and the increased quantity of writing also makes it so much more difficult to forge that it is thus highly protected.

If signatures are written rapidly, names spelled out in full, or a paragraph written as suggested by Mr. Osborn, lead pencils and stylographic pens avoided, and some care exercised to write as nearly normal each time as possible, the task of the forger is made much more difficult and many law suits in relation to documents will be avoided.

A phase of questioned documents that has been given but little general publicity is typewriting. It is not generally understood that typewriting has any individuality or that any facts of value concerning the validity of a document can be gained from an examination of the typewriting in it. This erroneous idea is far from the truth. It is a fact that the amount and value of the information that can be obtained from such an investigation depends wholly upon each individual case, but it is often possible to tell when a typewritten document was written from the typewriting alone.

and many are surprised to know that it is often possible to determine from the typewriting itself not only what kind of a typewriter was used but also what individual machine was used, and in some rare cases, the operator who did the work.

A CIVIL WAR contract written on a typewriter could not have been written at that time and would necessarily be fraudulent, because practical typewriters were not invented until long after that date. Likewise, documents written on a Corona, Woodstock, Noiseless, or any other kind of a machine might be dated before such a machine was made. Fortunately the manufacturers have made changes in the design of type and in the mechanical construction and operation of their machines from time to time and these changes mark definite dates before which a document could not have been written. Battered and broken type, alignment, slant, gradual wear, new and worn ribbons, spacing, rebounds, imperfect letters, and many mechanical defects of operation, all combined, record the history of a typewriter in the very work it does and to the person who knows how to read these records they point out the actual machine upon which a document was written.

With the microscope, the photographic camera, modern chemical apparatus, and the many other instruments for observation, measurement, and illustrative proof in court, trained men are making it more difficult for a forgery or a fraudulent alteration of a document to be successful. With a wider distribution of information among those who sign and handle documents concerning their protection and just what can be done to discover and prove fraud, we shall more frequently overtake the criminal who plies his talents in this direction.

## When Rotary Filled the Air

(Continued from page 283)

so notified him. The program closed with the singing of "The Star Spangled Banner." The International President did not realize that his voice was being carried so far away in the ether and he did not know that when the national anthem of the United States was called for by him that the members of twelve Rotary Clubs in Canada and two clubs in Mexico promptly stood with their fellow-Rotarians of the United States and sang the anthem of the country across their respective borders.

The places farthest from Kansas City where the message was heard are indicated on the map as well as certain other cities indicating the general scope of territory covered by the radio program. A compilation of the notices of

receipt received by President Havens or the International Secretary's office in Chicago show the following states and countries and number of towns in each:

Illinois, 14; Kansas, 13; Wisconsin, 10; Iowa, 10; Oklahoma, 9; Missouri, 9; Ohio, 8; Texas, 8; Colorado, 7; Michigan, 6; North Dakota, 6; Nebraska, 6; Minnesota, 7; Arkansas, 5; Louisiana, 5; Alabama, 3; Kentucky, 3; Indiana, 3; Mississippi, 5; Tennessee, 3; Georgia, 3; New York, 2; Montana, 2; West Virginia, 2; Arizona, 2; Pennsylvania, 2; Florida, 3; New Jersey, 1; Wyoming, 1; Virginia, 1; South Carolina, 1; Utah, 1; North Carolina, 1; Vermont, 1; Massachusetts, 1; Connecticut, 1; British Columbia, 1; Canada, 12; Mexico, 2.



## A Message on the Armand Merchandising Policy by Carl Weeks, President

It has always been a policy of the Armand Company to give absolute justice and fairness to all customers—both trade and consumer. For that reason, we have suggested fair resale prices for all Armand products, and decline to sell to dealers who do not charge them. Likewise, we refuse to sell to dealers who effect any other unfair trade practice in mer-

chandising Armand products. Sales once made, are, however, absolute and unconditional.

It is our endeavor to help our dealers sell Armand, by making a product that is the highest attainable in quality. In creating Armand Cold Cream Powder, *the original cold cream powder*, we believe that we have performed a service that every woman who values an attractive appearance, will appreciate.

THE ARMAND COMPANY, Des Moines

### ARMAND COLD CREAM POWDER *In The LITTLE PINK & WHITE BOXES*



Building finished with ASBESTONE

### To Rotarian Building Supply Dealers Everywhere:

Are you interested in becoming the exclusive distributors for your district for a quality Magnesite Stucco? If you are we will



be glad to hear from you so that we may send you full particulars regarding our distributor proposition for the sale of

### Asbestone Everlasting Stucco

THE STUCCO RECOGNIZED BY BUILDING CONSTRUCTION AUTHORITIES AS THE BEST MANUFACTURED

Unsurpassed in covering power, unequalled in tensile strength and resiliency, weatherproof, fireproof and durable—a quality STUCCO guaranteed by us.

#### Dealer Co-operation and SERVICE

The demand for good Magnesite Stucco is growing by leaps and bounds—good profits—clean business. Why miss this golden opportunity. Write today.

FRANKLYN R. MULLER & COMPANY

Stucco and Composition Flooring Manufacturers

65 Madison Street

Established 1906

Waukegan, Ill.

### “If Your Boy”

Would ask you today to tell him the proper steps to take to get a “JOB” what would you tell him?

For six years I had charge of the department that was responsible for the employing and promoting of the employees of the National Cash Register Company, Dayton, O. That experience has been boiled down into book form.

President W. O. Thompson, of Ohio State University, writes as follows about this book:

OHIO STATE UNIVERSITY  
W. O. THOMPSON, President

To whom it may concern:

Dear Sir:  
I have read the manuscript of this little volume with accelerated interest. As stated in the foreword, Mr. Munsell has spoken out of a large experience as a practical man to a younger generation. His practical point of view can not fail to interest the young man looking forward to a career in business or in any of the industries. There is a deal of wholesome advice and suggestion in what Mr. Munsell throws in as he passes along from one phase to another. Nothing is suggested that is out of the reach of the average young man. One reads the pages with the feeling that here is a man in sympathy with young men, speaking plainly and truthfully to them about matters vital to their success and happiness in making careers. The tone of the book is wholesome throughout. The reading of the book will elicit commendation and praise from those interested in better service and from those preparing to meet that demand.

W. O. THOMPSON

March 28, 1922.  
Columbus, Ohio.

J. J. MUNSELL, 11 E. RICH STREET, COLUMBUS, OHIO.  
Find enclosed \$1.00 (Either check, money order or cash) for which mail to the following address your book "Selling Yourself."

NAME ..... STREET .....

CITY ..... STATE .....

## Hotels Statler

### Rotary Hotels

#### BUFFALO

450 Rooms 450 Baths

#### CLEVELAND

1000 Rooms 1000 Baths

#### DETROIT

1000 Rooms 1000 Baths

#### ST. LOUIS

650 Rooms 650 Baths

A new Hotel Statler (1100 rooms, 1100 baths) is now building at Buffalo—to open this spring; 500 more rooms will be added later. Another Hotel Statler is under construction at Boston, opening date to be announced when construction is further advanced.

## Hotel Pennsylvania

New York—Statler-operated

2200 Rooms—The Largest Hotel in the World—2200 Baths

Seventh Ave., 32nd to 33rd Sts., Opp. Pennsylvania Terminal

Every guest-room in each of these hotels has private bath, circulating ice-water and other unusual conveniences. A morning newspaper is delivered free to every guest-room. Club meals, at attractive prices.

## Keokuk Wants You to See Their Dam

THE Rotary club of Keokuk, Ia., is very desirous that as many Rotarians going to the convention from the east north, and west, shall stop at Keokuk for at least two hours to visit the big Keokuk dam which is one of the most remarkable power sites in the world. The dam is visited by approximately 25,000 people every year and it is suggested that visiting Rotarians could board trains at Montrose 12 miles north of Keokuk, where arrangements are being made to have a man in each car to give the history of the power development and point out the various things of interest. After visiting the power plant the Rotarians might take a sightseeing trip around Keokuk and visit Rand Park before taking the six-hour run to St. Louis.

The dam was completed in 1913, and together with the power house, lock, dry dock, sea wall, and ice fender, it forms a concrete monolith with a total linear measurement of two and a half miles. Some 2,500 men were employed in the construction and about \$1,000,000 worth of machinery was required. Nearly two hundred miles of transmission lines are used to carry power to Burlington, St. Louis, and other neighboring cities. The power plant has a capacity of over 231,500 kilowatts at the generators.

## Unusual Stories of Unusual Men

(Continued from page 276.)

of El Paso and so are able to remind Milton of what turned out to be a lifetime advertisement instead of a life-sentence!

But Parral was not the only scene of Milton's activities, for in 1903 the partners started another store at Torreon and by 1905 they sold the Parral store to concentrate their efforts at Torreon. Business was phenomenal until the panic of 1907, which hit Mexico harder than it hit the United States. But somehow they weathered the depression and Milton purchased his partner's interest as Dr. Robinson wished to take post-graduate work in the United States. It was not long after this that Dr. Robinson died.

Just as Milton's affairs were in fine shape, Orosco started a revolution in Chihuahua. This revolt had little effect on Torreon, until 1911, when the revolutionists surrounded the town. The small number of Federal troops put up a game fight for five days, then were forced to evacuate the town. The inhabitants were left without protection and the rabble took advantage of the situation to massacre more than two hundred Chinese and sack several buildings. However, the revolutionary army entered, established martial law, and restored order.

Milton had gone through some of the battles and found no further thrill in experiences of this sort. Accordingly, in 1913, just when he had joined a friend and they had decided to leave, they found the city again under siege. The need for quick escape was urgent. Turning his store over to a Mexican druggist, he joined his friend and the two slipped

## LAKE TIMAGAMI



### Come and Get Him

Have you ever been in a *REAL* north woods camp?

Timagami Reserve (4,000,000 acres of virgin forest) is a night's ride (sleeper) north of Toronto. High, healthful, free from bay fever and insects. Timagami Lake itself is dotted with 1,500 islands, and adjoining or by easy portage are countless smaller lakes and streams. This region, I honestly believe, offers the finest fishing in America. Muskrat, lake and salmon trout, pike and pickerel abound, and in the streams and brooks you'll find speckled beauties to your heart's content and those gamest of all, the small-mouthed black bass. I own and operate—

**RONNOCO HOTEL**, at Timagami station, only hotel in the Reserve—a clean, comfortable family house. Twenty-five miles down the Lake I have—

**ACOUCHICHING CAMP**—floored and walled tents and cabins, club-house, complete service; excellent table; bathing beach; skiffs, canoes, launches, guides. Daily boat and mail service from railroad. Outfitting Store—at the station, where I can supply complete outfits for independent trips.

Rates are very reasonable. Special railroad fares. Bring the family. I should like to send you my literature. Last summer I had many Rotarians and I am sure of a larger number this season. Write today to **GEORGE N. AULABAUGH, Owner and Manager**

**TIMAGAMI FUR CO., Dept. 5, Timagami, Ontario, Canada**

### NEW IMPROVED WASHBURN'S PATENT "O. K." PAPER FASTENER

A regular two-in-one Fastener as it can be used for temporary or permanent work, by simply turning the paper pierc-

ing point when used as a permanent fastener.

**The "O.K." Manufacturing Co.**  
Oswego, New York



Write for Prices Covering New Improved "O. K." Fastener  
Put up in BRASS BOXES

away. They were eleven days making the trip to the border in a wagon, having been jailed overnight at one point where an officer did not seem satisfied with their passports.

Arriving at Eagle Pass, Texas, Milton thought he would visit El Paso first. After nineteen years' absence, he found that El Paso had many new opportunities to offer, and accordingly he bought a half-interest in his present store. Not long after this he married Mrs. Robinson, the widow of his former partner.

So much for Milton's present location. As we said in the beginning, there is a wide difference between his business and the one Shakespeare described—and free advertising does not entirely explain this difference.

For one thing, Milton has a well-regulated mail-order department in connection with his store. He specializes in orders for shoe repairing, and cleaning and pressing, from customers who live in isolated places. This rather unusual, but keenly appreciated, form of service brings considerable business from school marm's scattered throughout the country who like to be as well dressed as their colleagues in the city. In seven years, Milton has not lost a cent on these charge accounts, and his soda fountain and cigar counter are other profitable sidelines.

But more than material profits he esteems the friendship of his neighbors and the opportunities of services opened to Mrs. Warner and himself—the presidency of the Y. W. C. A. (which Mrs. Warner holds), his own membership in the Rotary club, and similar other tokens of community regard.

### Some Surprising Motor Figures

There were in the United States at the close of 1922, 10,250,000 motor passenger cars and 1,250,000 trucks, a total of 11,500,000 or 90 per cent of the world's motors. The world registration of motor vehicles is placed at 12,750,000. There are 3,300,000 cars and 200,000 trucks on the farms in the United States. There are 38,000 passenger car dealers, 25,000 truck dealers, 48,000 public garages, 63,000 service stations and repair shops and 63,700 supply stores in this country. Nearly 2,500,000 persons are employed in the automobile business. There were 2,287,000 passenger cars, valued at \$1,374,487,000 and 240,000 trucks, valued at \$184,080,000, manufactured in 1922. It is estimated 1,800,000 cars will be needed for replacement this year. There are 40,000 motor busses in the United States and 1,500 motor express lines. Last year it is estimated 134,400 tons of farm products were hauled by motor trucks. It required 400,000 cars to ship last year's output of automobiles and trucks. Automobiles use 83 per cent of the world's rubber; 30 per cent of the plate glass; 20 per cent of the aluminum and 4 per cent of the iron and steel. In 1922 automobiles consumed 5,300,000,000 gallons of gasoline.

# Most Expensive! - and Worth it

\$15



*The Burke Golfrite has an iron face, with a metal backing that insures many extra yards.*

**D**ISREGARD its physical beauty (we believe it is the smartest golf club ever made) and you will find that the real merits of the **Burke Golfrite Driver** lie in the results it makes possible. With an average amount of good driving ability, the use of the Burke Golfrite from the tee will insure twenty to thirty extra yards and certain counteracting influences against either slicing or hooking.

Realizing that "the drive is golf's most difficult shot," as Walter Hagen says, it is more than ever necessary that your driver give you all the help possible. The Burke Golfrite gives this help, and in addition imparts the mental confidence so necessary in competitive golf.

*Since only the very finest selected materials are used in the Golfrite drivers, brassies and spoons, it is often impossible to keep production up to orders. If you cannot find a Golfrite in stock, therefore, simply ask that your name be kept on the preferred list for the earliest shipment.*

THE BURKE GOLF COMPANY, NEWARK, OHIO

GRAND PRIZE  
**BURKE**  
CLUBS · BAGS · BALLS

### SUMMER and YEARLY HOMES

NORTH JERSEY SHORE

Asbury Park

Allenhurst Deal

Most complete list of furnished houses now  
for rent and sale

**MILAN ROSS AGENCY**

*Established 1885*

Principal Office

Opposite Main R. R. Station

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### WHITE MOUNTAIN Refrigerators

"The chest with the chill  
in it"

"IN OVER A MILLION HOMES"

We have been building 200 different  
styles and sizes of refrigerators for  
half a century.

Send for handsome catalogues and  
booklets.

MAINE MANUFACTURING CO.,  
Nashua, New Hampshire



*Cuts your ice bill.*





Mother's  
Day  
Sunday  
May 13th



Send Flowers  
Wear a Flower  
See Your Rotary  
Florist

Distance  
no Barrier.  
Flowers go  
"Anywhere the  
Telegraph goes"

Associated  
Rotary Florists



"I'm on  
my  
way—  
Hal."

Harold C. Norman

Past President of the  
Shanghai, China,  
Rotary Club

Advertising Manager of  
The China Press  
Shanghai, China,

will attend the  
Rotary Convention  
as  
Shanghai Delegate

Harold C. Norman

while in St. Louis offers his services  
to help you introduce your goods  
into the rapidly expanding Chinese  
market.

Write to him at the  
Convention Headquarters,  
St. Louis



FIFTY-TWO new Rotary clubs have become members of Rotary International. Below is given data in connection with the organization of each club, including the names of the special representatives who attended to most of the organization details, and the names of the president and secretary of each club. Of these fifty-two new Rotary clubs forty-one are in the United States, two in Canada, seven in England; one in Brazil, the new Rotary Club at Rio de Janeiro; and one in Japan, at Osaka. It would be a fine piece of Rotary courtesy if Rotary club officials and other members would drop these officials of these new clubs a note of congratulation. Many new clubs have received such messages and they are always appreciated and just help a little bit more to bind closer together the great family of Rotarians all over the world.

**Lake City, Florida.** Club No. 1344. Special Representative: Walter P. Corbett, of Jacksonville; president, Fred P. Cone; secretary, Clinton V. McClurg.

**Westminster, Maryland.** Club No. 1345. Special Representative: Leon Charles Faulkner, of Lock Raven; president, W. Frank Thomas; secretary, Geo. A. Monagon.

**Antigo, Wisconsin.** Club No. 1346. Special Representative: Austin O. Olmsted, of Green Bay; president, Walter J. Gallon; secretary, Edwin E. Palmer.

**Manistique, Michigan.** Club No. 1347. Special Representative: Paul R. Baldwin, of Manistique; president, Wm. B. Thomas; secretary, Charles R. Orr.

**Winona, Minnesota.** Club No. 1348. Special Representative: Ed. Flynn, of Devils Lake, North Dakota; president, H. M. Bierce; secretary, R. H. Watkins.

**Osaka, Japan.** Club No. 1349. Organized by International Secretary's office with K. Fukushima as Organizing Chairman; president, Yukinori Hoshino, Osaka, Japan; secretary, K. Fukushima, Osaka, Japan.

**Oxford, North Carolina.** Club No. 1350. Special Representative: Bennett H. Perry of Henderson; president, R. H. Lewis, Jr.; secretary, R. M. Ray.

**Athens, Ohio.** Club No. 1351. Special Representative: Beverly O. Skinner of Marietta; president, F. D. Forsyth; secretary, W. H. Looran.

**Preston, Idaho.** Club No. 1352. Special Representative: Eric C. Krussman of Pocatello; president, George T. Mitchell; secretary, N. D. Salisbury.

**Red Deer, Alta., Canada.** Club No. 1353. Special Representative: Fred E. Osborne of Calgary; president, Wm. J. Botterill; secretary, Harold J. Snell.

**Holbrook, Arizona.** Club No. 1354. Special Representative: Charles B. Christy of Phoenix; president, Lloyd C. Henning; secretary, Delos L. Bundy.

**Leaksville-Spray, North Carolina.** Club No. 1355. Special Representative: Howard Rondthaler of Winston-Salem; president, J. William East; secretary, Luther H. Hodges.

**Norton, Kansas.** Club No. 1356. Special Representative: Fred Coulson of Abilene; president, Roland D. Wesley; secretary, Paul Broquet.

**Kaukauna, Wisconsin.** Club No. 1357. Special Representative: Lee C. Rasey of Appleton; president, William F. Ashe; secretary, M. P. Mitchell.

**Terra Alta, West Virginia.** Club No. 1358. Special Representative: Jed W. Robinson of Grafton; president, Stanhope M. Scott, Jr.; secretary, Rupert E. Fraley.

**Tempe, Arizona.** Club No. 1359. Special Representative: Charles B. Christy of Phoenix; president, Fred J. Joyce; secretary, Lyle E. Weir.

**Burbank, California.** Club No. 1360. Special Representative: C. C. Cooper of Glendale; president, J. C. Crawford; secretary, W. S. Sandison.

**Mexia, Texas.** Club No. 1361. Special Representative: Jess Eubank of Corsicana; president, Albert E. Humphreys; secretary, Ben F. Stollenwerck.

**Rio de Janeiro, Brazil.** Club No. 1362. Special Representative: Herbert P. Coates of Montevideo, Uruguay. President, Dr. Joao Thome de Saboya; Secretaries, Roberto J. Shalders and H. H. Lichtwardt.

**Minerva, Ohio.** Club No. 1363. Special Representative: Theodore Smith of Akron; president, Harley G. Roby; secretary, Alva F. Gluck.

**Sherman, Texas.** Club No. 1364. Special Representative: Will H. Evans of Bonham; president, A. Y. Creager; secretary, L. J. Reynolds.

**Wayland, New York.** Club No. 1365. Special Representative: Clarence W. Stewart, of Elmira; president, Wm. H. Foltz; secretary, Herbert V. Folsom.

**Covina, California.** Club No. 1366. Special Representative: Benjamin F. Thorpe of San Diego; president, J. Lewis Matthews; secretary, Harry R. Webber.

**Beardstown, Illinois.** Club No. 1367. Special Representative: Warren E. Fuller of Galesburg; president, George L. Griggs; secretary, R. Winlock Dunn.

**Aurora, Illinois.** Club No. 1368. Special Representative: John A. Ohlhaver of Joliet; president, Fred B. Shearer; secretary, A. Alonzo Rea.

**Connellsville, Pennsylvania.** Club No. 1369. Special Representative: G. Frank Kelly of Scottdale; president, G. Fred Rieman; secretary, Wm. G. Davis.

**Bound Brook, New Jersey.** Club No. 1370. Special Representative: Chas. K. Armstrong of Newark; president, George R. Bolmer; secretary, H. A. Suydam.

**Alamosa, Colorado.** Club No. 1371. Special Representative: Charles Edman of Monte Vista; president, Roy S. Shahan; secretary, W. Wallace Platt.

**Wallingford, Connecticut.** Club No. 1372. Special Representative: John Duncan of New Haven; president, J. D. McGaughey; secretary, John R. Cottrill.

**Hillsboro, Oregon.** Club No. 1373. Special Representative: William Stryker of McMinnville; president, J. H. Rossman; secretary, J. H. Garrett.

**Galva, Illinois.** Club No. 1374. Special Representative: Lyle Robinson of Kewanee; president, Leon W. La Bounta; secretary, Edwin O. Brown.

**Cranford, New Jersey.** Club No. 1375. Special Representative: Robert W. Har-

den of Westfield; president, Kenneth D. Martin; secretary, Lyman L. Loveland, Jr.

**Lawrenceville, Illinois.** Club No. 1376. Special Representative: P. J. Kolb of Mt. Carmel; president, Noah M. Tohill; secretary, Charles F. Stoll.

**Radford, Virginia.** Club No. 1377. Special Representative: E. B. Spencer of Roanoke; president, L. C. Dickerson; secretary, W. Kuhn Barnett.

**Eugene, Oregon.** Club No. 1378. Special Representative: R. O. Snelling of Salem; president, R. A. Booth; secretary, E. U. Lee.

**Demopolis, Alabama.** Club No. 1379. Special Representative: Frank Fitts of Tuscaloosa; president, Benj. F. Elmore; secretary, D. F. Jacob.

**Jasper, Alabama.** Club No. 1380. Special Representative: George Lang of Tuscaloosa; president, W. D. Leake; secretary, C. L. Burton.

**Fulton, Missouri.** Club No. 1381. Special Representative: Frank B. Rollins of Columbia; president, N. T. Cave; secretary, J. H. Atkinson.

**Putnam, Connecticut.** Club No. 1382. Special Representative: Valentine Murphy of Willimantic; president, John F. Reardon; secretary, Henry S. Lyon.

**Estevan, Sask., Canada.** Club No. 1383. Special Representative: John C. Martin of Weyburn; president, T. A. Torgeson; secretary, James A. Logan.

**Wolverhampton, England.** Club No. 1384. Organized under auspices of No. 2 District Council; president, C. A. Mender; secretary, A. H. Granville Barker.

**St. Austell, England.** Club No. 1385. Organized under auspices of No. 7 District Council; president, J. W. Higman; secretary, J. Keay.

**Maidstone, England.** Club No. 1386. Organized under auspices of No. 3 District Council; president, J. Hillier French; secretary, W. H. Elliott.

**Dover, England.** Club No. 1387. Organized under auspices of No. 3 District Council; president, W. S. Lee; secretary, Ernest Lyford.

**Buxton, England.** Club No. 1388. Organized under auspices of No. 1 District Council; president, H. C. Sweeting; secretary, F. A. Hastings.

**Chesterfield, England.** Club No. 1389. Organized under auspices of No. 2 District Council; president, Sir Ernest Shennall; secretary, H. J. Watson.

**North Shields, England.** Club No. 1390. Organized under auspices of No. 1 District Council; president, Alex Mitchell; secretary, T. E. Rowell.

**Portsmouth, New Hampshire.** Club No. 1391. Special Representative: Andrew J. Sawyer of Manchester; president, Edwin C. Blaisdel; secretary, James A. Borthwick.

**Cameron, Missouri.** Club No. 1392. Special Representative: Claude T. Botsford of Chillicothe; president, Walter N. Darby; secretary, Will H. S. McGlumphry.

**Trenton, Missouri.** Club No. 1393. Special Representative: Allen Moore of Chillicothe; president, Don C. McVay; secretary, James T. Riggs.

**Stamford, Connecticut.** Club No. 1394. Special Representative: George E. Carmichael of Greenwich; president, John D. Hertz; secretary, Albert H. Emery, Jr.

**Clinton, North Carolina.** Club No. 1395. Special Representative: Frank Dean of Wilmington; president, George M. Matthijs; secretary, Howard McKinnon.

**to St. Louis**

**summer excursions**

**via the Santa Fe**

**for meeting of**

**ROTARY INTERNATIONAL**

**June 18-23, 1923**

**going or returning**

**SEE** **Grand Canyon**  
**National Park**

**Pullmans to the rim**  
**Fred Harvey meals "all the way"**

**For details and reservations call on any Santa Fe representative or—**

**Mail this**

**MR. W. J. BLACK**  
Pass. Traf. Mgr. Santa Fe System Lines  
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**Please mail to me free, picture folders "Grand Canyon Outings" and "Off the Beaten Path," also details as to cost of trip to St. Louis and Grand Canyon.**

**McConnell Cotillon Works**  
Herbert T. McConnell

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OF EVERY DESCRIPTION FOR STAGS, BANQUETS AND ALL OTHER SOCIAL FUNCTIONS

The Only Exclusive Manufacturer of these Goods in Rotary.

Write for Prices 183 N. WABASH AVE. CHICAGO

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The most practical and economical office and factory equipment is that made from steel. There is no other that will stand up under hard usage and look so well. We are pioneer builders of a large line of steel goods and we invite you to get a copy of our catalog just off the press. It illustrates and describes many articles that will increase your efficiency and save money for you. It's yours for the asking.

No. 110 with steel back. Same stool, without back, No. 100.

**ANGLE STEEL STOOL CO.**  
Plainwell, Mich.

**May**

*brings*

**Flowers  
and June**

**the International  
Convention**

Get ready now!!!

- 1st the Spirit
- 2nd the Ticket
- 3rd the Button

In the rush and bustle of arriving  
there will be no time to ask

**"Are you a Rotarian?"**

Co-operate with the St. Louis crowd  
to the extent of wearing the Emblem  
right out in front

Order thru your club  
Jeweler or direct from

**The Miller Jewelry Co.**  
Cliff Miller, President

**Greenwood Bldg., Cincinnati, O.**



DIAMON	•	BUTTON
14 kt. green		\$10.25
18 kt. white		13.25
Platinum		24.25

## Welfare Work and Service Features That Pay Big Dividends

(Continued from page 272.)

simpler forms of woodworking, such as window boxes for flowers for example. It is only a short step from this leisure-time carpentry work, into one of the wood-working departments of the factory. There are also gardens available to the neighborhood boys and girls, with an experienced gardener in charge. The offices and factory are located in what used to be one of the worst sections of the city. When the first factory was built early in the history of the company, trouble was encountered from the neighborhood boys who broke windows and committed other depredations. It was decided to give them something to occupy their leisure time. The box factory and the gardens were the solution. Today, as a result of securing the interest of the youngsters and through the inauguration of prize contests for the most beautiful front lawns and back yards, this section of Dayton is one of the most beautiful spots of the city.

The women employees of the company are given rest periods at regular intervals, and they have been allowed a shorter work-day than the men to enable them to come later in the morning and to leave earlier in the evening, thus avoiding crowded street cars. The women are provided with rubbers on rainy days, and are supplied with aprons and sleevelets without charge. The men are also supplied with clean aprons without cost, and all workers may have the loan of umbrellas in stormy weather. There is a large free library which is always well patronized. The educational features include instruction in landscape gardening and neighborhood improvements, including the vegetable gardens mentioned.

In addition to their regular salaries, the employees of the National Cash Register Company are sharing in the gross profits of the company. The profits are determined by an outside firm of accountants. Before the profits have been determined, at the end of every six months, an amount equal to six per cent interest on the money invested by the company is set aside as its share. The remaining profits are divided into two equal shares, one-half going to the company and the other half being distributed among the employees. By this plan, every employee who has been in the company's service for more than 30 days becomes a part owner of the business.

characterize as "Service" work the particular kind of work with which we are dealing. First of all, aside from its service work, the employees are paid a higher rate of wages than is being paid by the average large publishing concern in the East. The compositors, pressmen, and other craftsmen often earn from \$50 to \$80 per week, and there is a bonus system in force whereby the workers frequently receive from \$5 to \$10 per week above their regular scale of wages. The employees are paid for all the principal holidays; each one is given a week's vacation with pay, and at Christmas time the workers who have been in the company's service for more than two years are given a sum of money equal to a week's pay.

The Curtis Country Club at Lawndale, Philadelphia, is for the benefit of all employees. The clubhouse is equipped with a swimming-pool, dance hall, library, billiard tables, and reading-rooms. On the spacious grounds of the club are baseball diamonds, tennis courts, and picnic groves.

**I**N the big plant of the Curtis Publishing Company, within a stone's throw of historic Independence Hall, are rest-rooms for the women, smoking-rooms for the men, a hospital in charge of a doctor and trained nurses, cafeterias where hot meals are served at cost, and a large auditorium where the employees may hold dances and other social affairs. Umbrellas are loaned to all workers on rainy days. Copies of the Curtis publications are presented to each worker as soon as issued.

The Curtis service work includes instruction by experts. The incompetent worker is not discharged, but is given every possible help to increase his or her efficiency. Time records are kept by every employee, and the person who accomplishes more than an ordinary day's work receives an extra rate of payment. The time records have also made it possible to eliminate much waste.

From the time a prospective employee is first interviewed he is made to feel that the company appreciates his co-operation and realizes his importance as a unit in the system of production. Every effort is made to select all employees carefully, so that they shall be placed in positions where they are most likely to be happy and where their particular talents will be of the most use. In this way the labor turnover is kept down, and the company's standing in that peculiar "Bradstreet" which circulates with wonderful rapidity among those seeking positions, is maintained.

To this end the company also has pro-

## Deaf Can Hear Says Science

**New Invention Aids Thousands**

Here's good news for all who suffer from deafness. The Dictograph Products Corporation announces the perfection of a remarkable device which has enabled thousands of deaf persons to hear as well as ever. The makers of this wonderful device say it is too much to expect you to believe this, so they are going to give you a chance to try it at home. They offer to send it by prepaid parcel post on a ten-day free trial. They do not send it C. O. D.—they require no deposit—there is no obligation.

They send it entirely at their own expense and risk. They are making this extraordinary offer well knowing that the magic of this little instrument will so amaze and delight the user that the chances of its being returned are very slight. Thousands have already accepted this offer and report most gratifying results. There's no longer any need that you should endure the mental and physical strain which comes from a constant effort to hear. Now you can mingle with your friends without that feeling of sensitiveness from which all deaf persons suffer. Now you can take your place in the social and business world to which your talents entitle you and from which your affliction has in a measure, excluded you. Just send your name and address to The Dictograph Products Corporation, Suite 1376, 220 W. 48th St., New York, for descriptive literature and request blank.

### Lake George, New York—

Furnished Cottages for rent. Booklet of views, maps, plans, etc. mailed for 25c.  
**Lester V. Streever, Ballston, Spa., New York.**

vided a medical department where the applicant is given the benefit of a doctor's advice as to his fitness for any special kind of work and here, also, he is urged to come at any time he feels ill or has met with an accident.

When new men are employed, executives and foremen are urged to "sell" the applicant his job—not merely to tell him how and what to do. All "third degree" methods of questioning applicants as to purely personal history are taboo. Whatever information of a personal nature is received, is held strictly confidential. Little things like these all help, the company has found, in establishing a local reputation which has direct effects on the quality and quantity of available help for the plant.

LET us see what another publishing house is doing in welfare work for its men and women employees. Doubleday, Page and Company early recognized that their "service" work, as they also term the many advantages which they have made available to their employees, is nothing more than good business—and, moreover, they have found that this viewpoint is preferred by the employees. In 1910, it was decided to move the publishing plants from New York City over across the East River to Long Island.

When this movement was first decided upon, Doubleday, Page & Company were conducting their business under difficulties. Large demands and limited space had forced the firm to maintain something like a score of isolated departments at considerable expense and inconvenience. The obvious remedy was the construction of a new plant, and high real-estate values and other factors made the move to Long Island seem advisable.

There it was possible for the company to erect a model building wherein all employees would be assured the ample supply of fresh air and good light so essential to congenial work. Transportation difficulties, mailing problems, and similar questions were solved by the co-operation of railway and government officials and it became possible to handle a greater business and at the same time to provide for expansion without any decrease in efficiency. And it made it possible for the company to provide working conditions far above the ordinary. Some features of this certainly demand our attention. Among these are the gardens and playgrounds, which surround the plant. These gardens are so designed as to combine the natural beauty of flower and foliage, during practically the whole year, with a completeness of botanical selection which is seldom found. Peonies, irises, evergreens, and other flowers and shrubs can be found in great variety—and many of the species are not indigenous but have been brought from distant parts. Tennis courts, bowling lawns, and other recreational facilities provide exercise for the







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they prefer "B.V.D."**

**T**HE Unvarying Quality, Long Wear and Famous Fit of "B.V.D." make it the underwear of men who put thought into getting the most comfort and value out of the things they buy. They always demand the "B.V.D." Red Woven Label.

From raw material to finished product we practice ceaseless care so that every "B.V.D." garment is of the quality that has brought worldwide preference for our product.

The cool, durable nainsook of "B.V.D." is woven in our own mills from selected cotton and finished in our bleachery.

In our factories vigilant inspection guards every process of skillful cutting, sturdy stitching, well sewn buttons and accurate finish.

*There is only one "B.V.D." Underwear  
It is always identified by this Red Woven Label*

Union Suits  
(Pat. U. S. A.)  
Men's \$1.50 and upward  
the suit  
Youths' 85c the suit

MADE FOR THE  
**B.V.D.**  
BEST RETAIL TRADE  
Trade Mark Reg. U. S. Pat. Off. and Foreign Countries

Undershirts and  
Drawers  
85c and upward  
the garment

The B.V.D. COMPANY, Inc., New York  
Sole Makers of "B.V.D." Underwear

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The B.V.D. Co., Inc.

NEXT TO MYSELF I LIKE 'B.V.D.' BEST

**"Locktite" TOBACCO POUCH**  
REG. U. S. PAT. OFF.

**Get This Pouch**

DON'T be without a LOCKTITE another day. This compact, convenient, common sense pouch adds joy to pipe smoking. Does away with tobacco littered pockets. No buttons or strings. Ingenious closing device opens at a touch. Closes tight. Genuine suede leather, \$1.25; goatskin, \$1.50; velvet calf, buck, pigskin or pin seal, \$3.00. Sold at cigar, drug, and leather goods stores.

If dealer cannot supply we will send on receipt of price.

**Rubber Lined**  
**Made and Fully Guaranteed by**  
**The F. S. MILLS CO., Inc., Gloversville, N.Y.**

**Would You Like  
To See Your  
Grandchildren?**

Every man should live to see his grandchildren growing up. Should expect to be hale, hearty, healthy and "seventy years young."

To do this you must have Health Protection. A check on your physical condition that will warn you of the first sign of trouble.

Chronic disease begins as a small irregularity which is neglected and allowed to develop until it becomes serious and shortens your life.

If you are interested in living to a ripe old age, get a copy of our new book, "The Span of Life," it is free for the asking. Our Service costs only \$15.00 per year.

**NATIONAL BUREAU OF ANALYSIS**  
R. 53 Republic Building, CHICAGO, ILL.

## CHOCOLATES SUPREME—



Twenty kinds, nuts and fruit centers, wonderful chocolate.

Every piece a delightful treat.

### *In all the World no Candy Like This*

**To Rotarians:** We will send a pound box of SUPREMES anywhere in the U.S.A. Post paid for \$1.25. Postage stamps acceptable.

**Hard Candy**  
THE QUALITY FACTORY  
ABERDEEN, S.D.



Rotary is a robust exemplification of the energy of boyhood tempered and tuned to the responsibility of manhood.

Rotarians! Why not send your Boy, on his summer vacation, to

### Kamp Kill Kare

(On Lake Champlain)  
where he will associate with boys who have the Rotary Spirit and men of Rotary Service.

Swimming, canoeing, boating, baseball, tennis, campcraft, nature studies, target practice, shop work, radio, dramatics and music. Hiking trips to the Adirondacks and the Green Mountains. Cruises to historic points on the Lake, including Montreal. Favorably located and completely equipped for a broad and well-balanced program of activities. Staff of fourteen experienced counselors.

Recreation camp for boys from 8 to 15. Tutoring camp for older boys. Opens July 2nd and closes September 1st.

For illustrated prospectus, address:  
Ralph F. Perry, Director, Principal of Morristown High School, Morristown, N. J.  
Advertisement written by VAN AMBURGH (The Silent Partner).

## Van Housen's Novelties PAPER HATS and FAVORS



We suggest and furnish the most complete assortment of favors to cover all forms of social functions. Parties planned and greater results obtained with our ideas.

A selection of Rotary hats, aprons, ties, canes, wands, favors, etc., to choose from.

Special Circular No. 48 illustrates Rotary designs.

We are Manufacturers

**VAN HOUSEN'S FAVOR CO., INC.**  
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body as the flower beds furnish joy to the senses. One feature in the landscape setting, attracts more than ordinary attention. This is the sundial, a striking piece of work in concrete and bronze, bearing the trade-marks of twelve of the leading early printers, as well as a replica in bronze of a page of the famous 32-line Bible.

The interior of the plant is equally well designed for the comfort of the employees. A vacuum system insures freedom from dust, and fresh, cool water is drawn from the company wells. Hospital and dental service are provided to keep the 1,000 employees in good health. Incidentally all fears that the average employee would not be happy if removed from the vicinity of old Broadway with its white lights have been dissipated.

**R**EMARKABLE in many respects is the welfare and educational work of the Carolina Cotton and Woolen Mills Company, with plants at Spray, Draper, and Leaksville, North Carolina, and at Fieldale, Virginia, all owned and controlled by Marshall Field & Company. These mills produce a wide variety of textile goods for the great Chicago department store. Each employee of the Carolina Cotton Mills Company is made to feel that he is an important factor in the process of manufacturing. The best and most intelligent workers are quickly recognized and are advanced to higher positions, according to their ability. The managers, superintendents, and overseers of each mill have all been *elevated from the ranks*. Every man and woman in the organization may look forward to a promising future with the prospects of being raised to an executive position. This system has been the means of promoting the highest efficiency in the entire working force.

These employees receive the highest wages paid to cotton-mill workers in America, but the company is wise enough to know that top wages alone are not sufficient to attract and hold competent, loyal operatives. Therefore, this concern is doing everything within its power to make its people comfortable, happy, and contented. To men with families are leased, neat, well-built houses at modest rentals. The single men and single girls enjoy homelike dormitories or boarding houses, presided over by capable matrons and graduate dietitians. There is a staff of trained nurses to serve all who may need their professional services. The many other advantages include churches of various denominations, community buildings, public schools, libraries, theaters, bands, and festivals. In addition, there are numerous athletic features and social events for all who may care for them.

While it is true that a considerable number of night vocational training schools have been established in the South with more or less success, the

Carolina Cotton and Woolen Mills Company is one of the few corporations that have made a notable success of this character of school. Credit is due L. W. Clark, general manager of the Spray and Draper mills, Luther H. Hodges, educational director, and their associates, for perfecting a most excellent vocational training program. The present program of these mills was introduced four years ago, starting with sixteen classes. Soon after these classes had been opened, Director Hodges learned that some of the students enrolled were not far enough advanced in their ordinary education to understand the mathematics and technical subjects that had been arranged. Many of those in the classes could not even solve simple problems in arithmetic. Immediately the managers and teachers held a special conference, and after a thorough study of the situation, new classes of a more simple nature were planned. The new idea was to give plain instruction in the fundamentals to those who required such preparation, and since then the improvement has been decidedly marked.

In April, 1922, when the sixth session had been completed, a total of eighty-one classes had been conducted with an enrollment of more than 800 students. For beginners, there were forty classes, and the other forty-one classes were for those studying technical subjects. The average attendance of each class was 65 per cent., a very high showing for night schools.

The man who can hardly read or write is first given easy instruction, and he is then gradually advanced until finally he can master a course in engineering or textiles. All of this he gains without taking time from his job, and without cost to himself. Among the cotton-mill workers are not a few who are illiterate, but who are capable, ambitious, and intelligent men in every other respect. It is the purpose of the Marshall Field interests to give all of such workers the best possible opportunity for a real education, and already the results have been splendid.

IT has been found that about twenty-five nights are required to fit the average illiterate for the first series of arithmetic lessons; sixty nights to master the six International Correspondence Schools' arithmetic books in this series; and twenty nights to master mechanical, drafting, and yarn calculations—or, a grand total of 105 nights of two hours each. This program is designed to embrace 100 additional hours of study outside of the school-rooms. For those who have had a common-school education, but who are unprepared to enter the technical classes, sixty nights have been found sufficient, or forty-five nights less than are essential for the illiterate.

In addition to the classes referred to there is a special course in industrial

economics for the foremen and superintendents. This course consists of a study of the various problems which arise in industry, but particular attention is devoted to problems in the textile industry. A number of the foremen are acting as instructors in the company's night classes, and it should be mentioned that these foremen-teachers are playing an important part in the success of the company's educational program.

Here, indeed, is welfare and educational work that is paying big dividends, not only to the Carolina Cotton and Woolen Mills Company, but to the workers themselves, and in fact, to the entire nation. Well-paid, highly-trained, and contented workers certainly make the best citizens. The trained man is seldom without a position, and he has no desire to be out of work.

Comparatively few employers seem to fully realize the enormous losses in industry caused by labor turnover. The cost of "hiring and firing" can in all cases be greatly reduced by the process of "selling jobs" to the workers. The great trouble in many of the great industries is in the average employee not being satisfied with his environment. This difficulty can be remedied to a great extent by practical welfare and educational work on the part of the employer.

Thinking men know by practical experience that a pleasant smile, a cheery "Good Morning" and words of encouragement are always welcomed by the average worker. Such expressions are appreciated by men who spend approxi-

mately one-third of their time working in factory or office. However, such expected courtesies and welfare work and various other "benefits" should never take the place of an ample wage permitting men and their families to live according to their accustomed standard of living, with enough to lay aside against a rainy day and old age.

According to labor statistics, the cost of discharging an old worker and breaking in a new one in his place is anywhere from \$20 to \$1,000. Some experts have put the figures as high as from \$25 to \$2,000, depending upon the character of the position, and the losses caused by the interruption. It is said that the cost of replacing the average clerk or ordinary worker is at least \$50. Is this not a most serious matter for the consideration of every employer? Much factory work is of a routine nature. Day in and day out it is sure to become monotonous to the worker. Other work which by its very nature may necessarily be dusty or grimy is not conducive to the most healthful conditions. It therefore becomes the duty of the employer to inaugurate such welfare or "service" work that will help to alleviate the monotony of routine work and to create such environment as will make work a joy and a pleasure under healthful and happy surroundings. And such enterprise will be an investment that will result in a better product or a more perfect service that will return in dividends many times over and above the original investment.

## "In Answer to Yours—"

(Continued from page 269.)

Hotel. He was just joshing me, I know he was just joshing me.

"This Mysterious Male is a kidder, for you told me, as you looked into my eye, that in Atlantic City it's the Alamac for you. Therefore, the man was joshing.

"When you arrive, what sort of a room do you want? Use the enclosed Special Delivery addressed envelope—it will insure a choice reservation. Thank you.

"We are,  
"AWAITING-U."

What would be your reaction if you received a letter like that from Harry Latz? Right! You'd probably go to his hotel. Harry Latz does not claim any unusual selling ability, but I think he applies unusual twists to his letters that make them remembered. Back this up with ideal service, and an institution—a shoe store or a hotel—is bound to succeed in a big way.

Now for a distinct change of scene. I'll steer the committee of investigation around the corner to a big hardware store owned, operated, and managed by a friend of mine. We find him at his desk and drop a casual inquiry as to personality correspondence. It is like wav-

ing a red flag at a bull! He tosses two letters in our general direction. "Read 'em!" he growls. "Two concerns—ordered from them some time ago. No delivery. Wrote 'em both and here are the two letters which just came in. Read 'em and form your own opinion."

The first letter I like to call a "zero letter." It is—chilly. It reads in this fashion:

"If the goods which you ordered have not reached you, it certainly is due to no fault of ours. We sent them promptly and hold the express receipt to prove it. You should know that goods are often lost by the express company even though the greatest care is shown in preparing them for shipment. Under the circumstances, we think you are hardly warranted in accusing us of not having sent them. When we say a thing you can depend on it. If you doubt our responsibility or standing you can write the First National Bank of this city or look us up in any commercial register.

"However, inasmuch as you say you didn't get the goods, we are duplicating the order and would ask that you notify us if the first order shows up."

Plenty of personality in that letter! The wrong kind, though—just the outburst of a peevish, cold-blooded and small

# Show 'em where you came from—

Let that St. Louis bunch know that the old home town is on the map. Get your secretary to order a supply of these attractive Rotary decorations. They're made of the very best materials in regulation Rotary colors, and the prices are unusually low.

Don't wish you had—order NOW.



**Rotary Caps**  
Made of best quality blue felt, bearing Rotary emblem and name of YOUR city.  
Per dozen ..... \$10.00  
Lots of 50, ea. ..... 32.50  
Lots of 100, ea. ..... 60.00  
Without name of town, per dozen, \$8.00.



**Rotary Arm Bands**  
Best quality blue felt with Rotary emblem and name of your city. Size 4x16 in.  
Per dozen ..... \$5.00  
Lots of 50, ea. ..... .39  
Lots of 100, ea. ..... .25  
Lots of 500, ea. ..... .20  
Showing emblem only, per dozen, \$2.00.



12x30 in., per  
doz. ..... \$ 7.15  
15x36 in., per  
doz. ..... 13.90  
18x43 in., per  
doz. ..... 21.15



**Rotary Lapel Badges**  
Best quality blue felt with Rotary emblem and lettering as shown.  
Lots of 50, ea. ..... \$0.08½  
Lots of 100, ea. ..... .08  
Per dozen ..... 3.50



**Rotary Hat Bands**  
Made of best quality blue felt, bearing Rotary emblem and lettering of your home town.  
Size 24x1½ in., per doz. ..... \$5.00  
Lots of 50, each ..... .25  
Lots of 100, each ..... .18  
Lots of 500, each ..... .12

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individual who fails in several degrees to acknowledge the justice of the registered complaint.

Contrast that type of scolding letter with the cheerful one received from the other concern:

"You are certainly justified in complaining of not having received the goods you ordered by express over two weeks ago. You have been very considerate in waiting so long, and we fully appreciate how you feel in the matter.

"It seems to us that there can be no question but that the fault lies with the express company. The express receipt we hold shows that the goods were received by them in good condition the same day your order reached us. We knew you were in urgent need of this stock and we made a special request for quick service in selecting and packing it.

"As your experience has probably shown you, many concerns hold that their responsibility ceases the moment the goods are turned over to the express company. However, we always consider the interests of our customer as of the greatest importance, so we have never considered a transaction closed until the goods are received and shown to be entirely satisfactory.

"So we are having a duplicate shipment packed and forwarded to you today. We sincerely hope that these goods will reach you within a few days and that the delay will not cause you much inconvenience.

"The matter of delay in the previous shipment we shall take up with the express company at once and shall have them trace the goods. In the meantime, if they reach you we will thank you to return them to us, charges collect."

If two salesmen, representing these two firms, called on this hardware merchant, selling the same goods, which one do you think would get a welcome and an order? Right!

HERE'S one member of our committee who is a skeptic. He voices his argument. "Letters can be full of friendliness and all that sort of thing if you are selling something. How about it, if you are collecting money? You've got to show me where a letter can be friendly and cheerful and all that—and still collect money. Prove that and I'll agree that personality in letters is an item that can be used successfully in all business correspondence.

We aim to please. Hence the journey proceeds downtown to the desk of the credit man of a large concern. We put the question to him and here is what he says, "If we didn't put personality into our collection letters this department would fail *quick!* Most accounts are lost because a man feels sheltered by the mass—he knows that collection letters are sent out by the dozens or hundreds. We must make the man *feel* our presence. We must make his debt a matter between neighbors. We have to show him, *precisely*—undeniably—why it is an advantage to him, personally to pay *us* in particular. We have to use tact, diplomacy, clever wording and deft arguments to arouse in the debtor a friendly desire to pay. "A debtor is still a customer," he continued. "He may sometime be a valuable

customer. He may be in a position some day to swing a large balance of trade our way. We must never forget that! If we can make him pay his bill without resentment, he will continue to be our customer—and friend. So the real craft of a credit man is shown in his ability to retain that element of good will and the only way it can be done is to put into each collection letter honest sincerity, friendliness—personality.

"Even hard nuts have to be handled with gloves on. Here is a letter we used last month—we change our letters from time to time so they will not become stale—which collected 42 per cent of a list of delinquent accounts."

We read this letter with interest:

"Dear Mr. Jones:

"Yesterday our treasurer called me into his office and said:

"Mr. Brown, I see that John Jones, in Pingville, has not settled his account as yet. In fact he hasn't made a payment on it since November, 1921, though several letters have been written to him. I do not wish to bring suit for he has been through some pretty hard times in that section in the past year or so.

"Now, however, conditions are changed and times are better. I wish you would write to Mr. Jones and ask him to clear up this account. We've been fair with him and I think you will find that he will want to be equally fair with us."

"I thought I could do no better than to tell you just what our treasurer said to me. We *have* waited a long time, you know. So I'm going to ask you to write and let us know just what you can do for us."

Nothing very remarkable about the letter—it's not even particularly original. But it is distinguished from the usual collection letter because it simply places a proposition sincerely and truthfully before the debtor and asks him to meet the firm on a like basis. This letter was sent to 626 people who were in arrears with their accounts and 262 payments resulted.

"Very good results," the skeptic acknowledges, "but how about those who didn't pay?"

"We sent them this letter," said the credit manager, tossing over another sheet. "This letter brought in 165 cash payments—or 36 per cent."

This letter takes an entirely new angle:

"I know it's the usual thing when no answer is received from a 'collection' letter, for our people to josh themselves into believing that the matter was overlooked by the other party.

"But I'm going to be frank enough to admit that I believe the reason you didn't answer my last letter with a remittance was because you perhaps didn't have the money right then. Am I right?"

"You see I'm taking it for granted that you would feel just as we do if conditions were reversed. So I'm just appealing to your sense of fairness."

"Don't you think it would be only fair to let us have what is due, after we've waited so long a time?"

"Think it over, Mr. Jones, and if you cannot send us a check today, let me know when we may expect one. This little cour-

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tesy won't take very much of your time  
and we will certainly appreciate it."

The credit man in speaking of the large percentage of debtors who paid on this letter stated that he believed that many of them actually inconvenienced themselves simply because they wanted to measure up to the standard set for them by the credit man. He showed us many other letters in which personality played a big part in the business of collecting.

**I**N closing I cannot help but take a parting crack at those busy (?) executives who rubber stamp their mail, "Dictated but not read" or "Dictated and signed in the writer's absence." I do not think this is good business in any respect. I do not like to receive letters of this type. I know one *really* busy executive who feels deeply on this subject. He has even gone so far as to return to writers all letters of this type with his own rubber-stamped message on them, "Received but not read."

Personality can be infiltrated in every business letter in some manner—some very natural manner. Its power cannot be underestimated. One concern I could name last year did a business of over \$90,000,000 by mail and their letters are alive and sparkling. In every-day business work the element of personality can be injected into every letter. It will untie wallet strings where custom-made letters go the way of the wastebasket. It will create confidence, where exaggeration and hot air will breed distrust. It will get business and make friends where the cold, formal, and too-serious letter will fall on deaf and unheeding ears. The personality letter is "different." It stands out from its stereotyped companions like a chocolate drop in a snow drift. Man-to-man attitude and originality of thought and expression will do it. The personality letter is the best tool at the command of a business or professional man.

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## Book Reviews

(Continued from page 279.)

if there were a greater understanding of the simple rules here laid down.

*Concrete and Stucco Houses*, by Oswald C. Hering. New York: Robert M. McBride & Co., 1922. Pp. 135; illustrated.

**I**N the present era of wide-spread construction (as well as in the coming decade of still greater growth of suburban districts) the cement and stucco house is taking its somewhat delayed place in the community. That delay was caused by the world war and by the experimental stage of concrete construction. Happily, concrete construction was passed from the experimental era to the acceptance of the method by the community at large. Also, beauty has crept into the architectural features of this kind of construction, resulting in more beautiful forms and a greater variety.

It is written with due regard for the pathological side of the matter, and there are excellent rules for physical conduct which should save a big doctor's fee for those who take its kindly and epigrammatic counsel.

**T**HE *Book of Business Etiquette* is for the office boy as well as the highest official. It should become a sort of mentor for all young men entering business. Few can ignore the development of business manners and if those manners be good or in any degree correct, there is no fear for the position which one may hold when manners are coupled with the use of brains, courage, and initiative.

Perhaps one of the obvious benefits which can arise from this book will be the saving of waste efforts and negatived attitudes which result from any correctly mannered employee's association with his fellows.

Poor manners are akin to those errors of action and performance which cause the majority of complaints in business. The correction of many a boorish man will result in economy of association which may be valued in dollars and cents.

The general work on Etiquette, by Emil Post, seems to have been prepared with a consciousness that there is a foundation for correct manners and social actions on the general principle of what is good form. Etiquette is the oil which prevents friction of sociable persons in the various acts of society. But, the question is often asked, "Who settles matters of etiquette?—Who determines what is right and what is wrong in manners and social actions?"

That there is evidence that the united decisions of those best equipped to act rightly without intrusion of themselves make the rulings of good society, matches with the determination that good diction is the diction of those who consistently use correct grammar and words that are rightly interpreted.

Mrs. Post has made an excellent book of accepted rules and procedures from which anyone can derive personal principles easily followed and maintained. We recommend its use by anyone and everyone—the world would be pleasanter

*Maturity of James Whitcomb Riley*, by Marcus Dickey. Indianapolis: Bobbs-Merrill Co., 1922. Pp. 427; illus.; index.

**T**O one who remembers James Whitcomb Riley on the lecture platform and can recall the depth of feeling which he showed in the readings from his own poems, this biography by Marcus Dickey will give especial pleasure. To those who only know him as a writer of poetry dear to their hearts—verses that are snugly ensconced in the very depths of their memories, this biography will add much of fact and concrete background against which the poet's wraith will walk in their memories. It was not given every admirer to have seen Riley in the flesh. This book will help to visualize the man who was also the maker of winged thought and rhythmical word pictures.

This is a book for the Rotarian—also for the family.

*The Russian Immigrant*, by Jerome Davis. New York: The Macmillan Company; 1923. Pp. 213.

**T**HE immigrant, and especially the one who later returns to his native country, is bound to be a factor in the relations between the two nations. Indignation in America over the treatment accorded by the Czar's government to Jews who had been naturalized here led to the termination of the last commercial treaty which we have had with Russia.

Before the revolution several American ambassadors tried in vain to negotiate a new one. Indignation in the new Russia over the treatment by our own Department of Justice of Russian Slavs may prove to be an equally serious obstacle to restoration of peaceful trade relations when the time comes to make that seem to us desirable.

Jerome Davis of Dartmouth College has written a sober and unsensational account of the experiences of our 300,000 Slav immigrants from Russia. He has studied them in industry and in their homes; their press, their religion, their education and their health. He tells what the sympathetic socializing forces are doing to help them; and it is very little. He tells what the adverse conditions are doing to make them hate the country of their adoption; and it is very much. In two years and a half of contact with Russian soldiers and peasants in Russia, he had much difficulty, he tells us, to find any returned immigrant who had a good word for America. In the course of his present study Dr. Davis, with official permission, interviewed some one hundred and fifty Russians arrested in the course of the communist raids. He asked each of them whether, during his stay in America, he had ever met an American—a teacher, boss, worker, or boarding-house keeper—who had been friendly to him and helped him. Only five could remember any such experience. Every one of them had met Americans who had cursed them, bosses who were continually swearing at them, foremen who had called them Russian swine.

There are reasons for all this and it will be a wholesome thing for "hundred per cent Americans" to find out what they are. It will be advantageous to any American who is sensitive to his country's good name and who prefers that our relations with other peoples should be friendly to have the kind of information about the foreign born which Dr. Davis gives in this book. He writes in a tolerant and scientific temper, and the cultivation of such a temper would be perhaps the greatest single factor in improving international relations.—Edward T. Devine.

*Records of Harrogate.* Transcribed, Edited and Indexed by Walter J. Kaye (Rotarian) B.A., F.S.A., (London and Scotland.) Pp. xxxii, 237; with six illustrations. F. J. Walker, Briggate, Leeds; or the Author, "Pembroke," Park View, Harrogate. 1922.

THIS is a book that might well be in the hands of all students of early rural life in England. It takes the form of an introduction to the early history of Harrogate and district followed by extracts from the registers of Christ Church from 1758 to 1812 and from the parish registers of Knaresborough

from 1596 until 1753. In addition there is a great deal of both interesting and historical records from the rural district of Panal.

So far as one can gather the name of Harrogate first appears in the Knaresborough Manor rolls in 1332, the name having many different forms of spelling. There is no doubt that the famous mineral waters which have made Harrogate well-known throughout the world were discovered as early as 1571.

A most excellent and carefully compiled index of names and places shows the book to be the work of a scholar and an enthusiastic antiquarian.

*Education in a Democracy*, by Dallas Lore Sharp. Boston: Houghton, Mifflin & Co., 1922. Pp. 154.

HERE is a rugged work, full of the sound strength of a red-blooded man. It is full of shots at social and intellectual conditions which hit the bullseye unerringly. It should be read by every citizen with America in his heart; by every father and mother, by every teacher or instructor, by every master of men, by every leader of the people who wants to set himself right with the world in doing right by mankind. It is short, to the point, and spares no foible nor fetich, nor ghostly stalking bugaboo of false living.



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## The Bugaboo of Politics

(Continued from page 262.)

I like to think of it as a recrudescence of the Round Table where King Arthur sat with his doughty associates—

"When every morning brought a noble chance,  
"And every chance brought out a noble knight."

**B**UT that famous company was dissolved because the knights persisted in chasing phantoms instead of riding boldly on until they found the grail. Is Rotary to turn into a pleasure court for light and frivolous service because the fetish of politics, the bugaboo of a nervous childhood, still troubles its members and holds it back from larger spheres of action?

By no means. We must devise some set of rules under which Rotary may be protected against the evils of politics, but not barred from usefulness by the menace of a name. Let us see how nearly we can write such rules.

1. The letter of Article IX of the model constitution must be observed without modifications. That should be the irreducible minimum of Rotary expression in this direction.

2. Rotary should allow no man to use its advantages to secure office. It must always interest itself in principles, not personalities.

3. Rotary never should endorse a movement or enter upon a campaign when the end in view can be accomplished only by political action—unless that action is merely the formal expression of an intelligent and united public opinion.

4. Rotary should make every effort to keep its program out of the political sphere. Every approach that is not political should be exhausted before using political channels. Partisanship should be especially avoided. Only when an important movement is attacked by one party and supported by another should any suggestion of partisanship be tolerated and even then sides ought not to be taken officially in any election. If Rotary stands for a principle voters will understand.

5. But Rotary must not close its doors to movements in behalf of the community for fear eventually they may come into collision with politics. A very large proportion of such movements may, at some turn, collide with political agencies, and those agencies will strive most earnestly to deter Rotary clubs from progressive action by pointing to the old bugaboo and trying to frighten them away. If the primary purpose of the movement is not political, Rotary should not turn tail when it is jockeyed

into a semi-political position with that very end in view. This is an old trick and must not be tolerated.

Doubtless many a Rotarian will consider my position far too radical and will demand a more studied avoidance of political embroilments. Very good; this is a free country and every man has a right to his opinions. But the inevitable tendency of this fear of the political bugaboo is a fear of any splendid crusade and a preference for the orange and candy with the orphan's food. It is wise to keep well out of the political sphere, but to duck a manifest duty for fear of it is to show a yellow streak—which isn't Rotary.

Of course there is something very comfortable in the methods of those Laodiceans who cry: "There are so many good things to do that we might better choose those which will not create antagonisms." Did any organization ever get anywhere without antagonisms? Did any man ever prove a dynamic force without making an enemy?

**T**IMIDITY about doing great things for fear of political consequences has reduced too many of our clubs to the Main Street standard and gives the Sinclair Lewises a text for amused criticism. There is some good in Main Street but it has terrible limitations; there is a vital danger in Broadway but it has limitless possibilities. For myself I would rather take a chance on something big than accept security with something little. It is the youth who hitches his wagon to a star who has a chance of victory even tho he risks being thrown out as he careens through space. To let a baby's bugaboo limit our course for fear of complications and the appearance of "the jaws that bite, the claws that snatch" is to play a minor part in the drama of life.

No, Rotary must go on many a crusade of service, not in the picayune orange apiece for the orphans at Christmas or an annual contribution for the Boys' Club. It must prove the strength and worth of its cause. A body of 90,000 leaders in their communities is potentially a power sufficient to move mountains. It must not spend its whole time singing songs and listening to speeches, no matter how inspiring these may be. Its fellowship should create a marvelous *esprit de corps* and the inspiration of its *camaraderie* and its speeches should lead to action. When a great contemporary was priding himself on the reception given his orations, Demosthenes replied: "Yes, your audience admires you. You make it cry out: 'Oh! how

eloquently he speaks! I make my audience exclaim: 'Come on and let us march against Philip!'

I always liked the lurid Oriental tale of the Scriptures which tells of the Jewish queen in the Persian court. Her nation was at stake. She could have played safe and hoped for the best. But instead she said: "I will go in unto the king, which is not according to the law; and if I perish, I perish."

People with that kind of courage usually do not perish; and if they do they are greater in their deaths than caitiffs in their sheltered lives.

And so, to sum up: Rotary should never enter a political campaign. It should never take sides on a candidate or a political referendum. But it should never avoid a manly issue which means

service because it may eventually get tangled up in politics. It should fight hard to keep itself clear of political ramifications. But if they are unavoidable it must not cower nor retreat. It has not entered politics. Politics has attacked it in the hope of driving it backward by the power of its terrible name. In such a case Rotary must frankly carry on, eliminating all partisan motives but refusing to give way to the hated bugaboo. With such a spirit Rotary cannot fail. It may become involved in difficulties but it will emerge, with head unbowed, if bloody; and it will show the world that it has courage and perseverance and cannot be scared by any magic phrase or well-planned trick. If it is true all the time to its ideal of service, it cannot then be false to any man.

## Rotary Club Activities

(Continued from page 288.)

tioned the many Rotary clubs before which he has spoken. Mr. Hung and the president of the Pekin University have been touring the United States for some time with the idea of giving Americans a better understanding of Chinese ways and problems and the possibilities of American co-operation in world affairs.

### *"Sons and Daughters Day"* Arranged by Bachelors

UTICA, N. Y.—The Utica club held its first "Sons and Daughters" day recently and the success of this meeting indicates that it will become an annual event. The meeting was placed in charge of the club bachelors, thirteen of whom arranged a program which was well adapted to the occasion. Songs, magic, and an entertaining act by Rotarian Weeks of Binghampton and his wife interested the entire audience from the little tot of three to the staid married son who brought his family. Nearly six hundred men, women and children were present.

### Lions and Rotarians Hold Joint Meeting

MATTOON, ILL.—A joint meeting of the Rotarians and the Lions held at Mattoon recently paved the way for much good fellowship as well as co-operation in civic activities. The dinner was a "progressive" one with a change in seating and a community song between each course. Many good talks and stunts added to the inspiration and enjoyment of the meeting.

### Many Good Stunts at This "Ladies' Night"

NEW BEDFORD, MASS.—About 150 couples attended the "Ladies' Night" meeting of New Bedford Rotary and everyone thoroughly enjoyed the mixture of conventional and unconventional entertainment which the program committee

had arranged. Besides the "stunts," which included a dancing contest, a pool game on a miniature table, an egg-rolling contest and other mirth-provoking activities, the Rotarians had put just enough business on the program to give the Rotary Annes some idea of the actual work of a Rotary club.

### Celebrate National Boy Scout Week

OXNARD, CAL.—The Oxnard club experienced a profitable and enjoyable evening during the national "Scout Week" when it acted as host to the local Scouts. Addresses of welcome were delivered by the club president and other Rotarians to which the boys responded. The evening's entertainment closed with a reproduction of a camp-fire scene. During March, Ventura and Oxnard Rotarians held a joint meeting to hear Dr. Charles Barker's address.

### Herrin Club Host to Undertakers

HERRIN, ILL.—During the convention of southern undertakers the Herrin Rotarians undertook to give the morticians a taste of real life by giving them a dinner. Many interesting speeches were delivered at the dinner, and Mayor A. T. Pace caused considerable amusement by his story of how he had given the undertakers the key of the city and then had had to get up at three in the morning to find the key for them! He attributed this to the undertakers' habit of working all night!

### Lamar Rotary Entertains La Junta Members

LA JUNTA, COLO.—A few weeks ago the Lamar club entertained the La Junta club at a joint meeting which was marked by an official visit of District Governor Jim Walton. At the time, La-



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### ROUND THE WORLD

From N. Y. Jan. 19 by a specially chartered luxurious liner, over a fascinating itinerary including Havana, Panama Canal, San Francisco, Hawaiian Islands. 14 days in Japan, China, Manila, Java, Singapore, Burmah, option 19 days in India, Egypt, Riviera, with stop-over privileges in Europe.

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mar was holding a very elaborate poultry show and the menu and many of the stunts given at this joint meeting were based on poultry features of various kinds. The address by the district governor was well received and another interesting feature of the meeting was a five-minute address delivered by International President Ray Havens over the long-distance telephone from Kansas City.

### Rotarians Sell Bonds for New \$650,000 Hotel

STAUNTON, VA.—Local Rotarians took an active part in a campaign to finance a \$650,000 hotel for this city which attracts many tourists every year. Viewing the undertaking as a community enterprise, the Rotarians sold bonds and as a result construction work will be started April 1st and the hotel, which will be called the "Stonewall Jackson" will be completed in about a year.

The big feature of the club's annual ladies' night was the operetta "Pinafore Up-to-Date," written and produced by Rotarian Roy Wonson.

### Inter-City Meetings on Western Slope

PAONIA, COLO.—Paonia, the baby club of the Seventh District, recently invited the Rotarians from neighboring clubs to attend its charter-presentation meeting. A goodly number of Rotarians from Montrose, Delta, Gunnison, and Grand Junction, accepted the invitation and helped to put over a successful meeting.

The Paonia Rotarians are now planning an inter-city meeting of clubs on the Western Slope some time in June, and are making every effort to insure a happy and instructive meeting.

### R. S. V. P. "Vigilance Committee" Warns Rotarians

HENDERSON, N. C.—A program that was a scream from beginning to end marked the annual "Ladies Night" of the Henderson club. When the Rotarians and Rotary Annes arrived at the Chamber of Commerce auditorium they found it beautifully decorated with the Rotary colors, and lighted by many golden candles. Many stunts filled the brief intervals between courses. One of the most effective was staged early in the evening when suddenly the electric lights were cut off, leaving the tables dark save for the faint glow of the candles. A curtain parted and disclosed three masked and hooded figures who announced themselves as the vigilance committee of the R. S. V. P. and proceeded to give solemn warnings to sundry Rotarians with reference to their conduct and to promise summary punishment if a speedy improvement was not

apparent. An "auto-suggestion" stunt, a special edition of a local paper, an impersonation, and many other amusing features were skillfully interspersed with some more serious talks and plenty of good music.

### Santa Ana Claims Record for 100 Per Cent Meetings

SANTA ANA, CAL.—This club believes that it holds the record in Class C for consecutive one hundred per cent meetings, having secured fourteen such meetings. Up to March 26th, the headquarters records seemed to substantiate the claim. Has any other club got a counter-claim to make or does Santa Ana win the applause?

### Good Charter Meeting in Spite of Weather

WILKINSBURG, PA.—The worst weather that the town has known in six months, rain coming down in torrents and streets six inches deep in slush, limited the attendance at the charter-presentation meeting of the Wilkinsburg club held on March 6th. But despite the downpour twenty-three of the twenty-four Wilkinsburg Rotarians were present, and the remaining member was only absent because of serious illness contracted after having taken active part in the preparation for the meeting. Altogether some sixty Rotarians (including visitors from nearby clubs) were present and the new club got a good send off.

### Rotarian Tourists Meet on Board Ship

R. M. S. "EMPRESS OF SCOTLAND" [about 1,100 miles from New York.]—Rotarian H. Wiederhold decided to call a meeting of all Rotarians on board the "Empress of Scotland" which is cruising the Mediterranean. The following members responded to the call:

C. L. Cole.....	Atlantic City, N. J.
Finlay L. MacFarland, president.....	Denver (Colo.) Rotary Club
Fred S. Davis.....	Denver, Colo.
Charles Nevitt.....	Oshkosh, Wis.
Harry S. Howard.....	Oskaloosa, Iowa
Rev. D. H. Scanlan.....	Durham, N. C.
Robert A. Welsh.....	Bellingham, Wash.
H. Wiederhold.....	Atlantic City, N. J.
W. J. Prussia.....	San Jose, Cal.
Dr. E. S. Heiser.....	Lewisburg, Pa.

Finlay MacFarland was elected president, and H. Wiederhold secretary, of this temporary club and an interesting hour was spent while each member spoke briefly concerning the activities of his particular club and his experience in Rotary in general.

### Rotarians on "Caronia" Send Congratulations to Ray Havens

S. S. CARONIA.—Nine Rotarians, representing nine different states, while en route on the "Caronia" to the Interna-

tional Chamber of Commerce Conference in Rome formed an informal and temporary Rotary Club. From the ship they sent congratulations to President Havens and Secretary Perry and best wishes to Rotary International. The following Rotarians answered the roll call: Chas. H. Davis, Lansing, Mich.; W. W. McDowell, Butte, Montana; Frank L. Fay, Greenville, Pa.; Harry A. Black, Galveston, Texas; Clarence H. Howards, St. Louis, Mo.; Robert Johnston, Norfolk, Va.; John W. Maher, Devil's Lake, N. D.; Julius H. Barnes, Duluth, Minn.; Chas. E. Bunting, Toledo, O.

**Rotarians Elected to Office in Commercial Club**

GREAT FALLS, MONT.—As an indication of interest in public affairs, in the recent election of the Great Falls Commercial Club, one of the Rotary club members was elected president and another vice-president. Other Rotarians are on the Board of Directors.

The Rotarians organized the local Boy Scouts in 1920 and are now engaged in raising \$5,500 for the support of the Scout movement during the coming year. Prospects are good for a successful completion of this campaign.

**Eight Charter Members at Anniversary Meeting**

HOUSTON, TEXAS.—The surviving eight charter members of the Houston club staged an ambitious anniversary program during March which was witnessed by more than three hundred members and guests. The program was about equally divided between the anniversary of Rotary and features of more general character. An outstanding incident was the presentation of "Rotary Round the World" introducing the pageant of flags of countries where Rotary has been established.

The second purely Rotary feature was a clever reproduction of the original meeting place of the Houston club and the surviving charter members demonstrated how it was done in the good old days when luncheons cost 25 to 35 cents.

**Six Consecutive 100-Per-Cent Meetings Held**

CASPER, Wyo.—Casper Rotary is crowning over the fact that it registered eight 100 per cent meetings out of eleven that were held in December, January and February. Six of these eight were made consecutively. This is unique, because there is not another club within 200 miles, and Casper is possibly farther from a sister organization than any other club in the United States. This attendance was not made without considerable effort, in one instance the record showing that seven of the 42 members attended in seven different states.

The celebration of the club's fourth



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¶ It is the only publication dealing with news and events concerning community financed hotels, pointing out means and plans, together with other helpful suggestions for Civic Committees.

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¶ Why not a bronze placard for your hotel, telling the World where you meet and when?

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anniversary was one of the most pleasant affairs in the club history, and was also a 100 per cent meeting. A beautiful mahogany gavel was presented to the club president, and the Rotary Anns took a prominent part in the program.

**"Surgeon" Operates on Members  
 With Good Results**

SAYRE, PA.—Among the many stunts introduced at a recent meeting of the Sayre club was the presentation of "M. Voronoff," introduced as the famous French surgeon, who had been asked to exercise his skill on various members who need certain obnoxious "growths" removed, such as "lax attendance," "tardy tendencies," etc. The surgeon, properly attired for the occasion and accompanied by a "nurse," then proceeded to the operation, four members submitting cheerfully, with the hope that their afflictions might be cured (succeeding bulletins issued are very hopeful). After the excitement died down the club carried on with the serious business of the evening.

**Scottish Club Urges Union  
 of Boys' Work Groups**

PERTH, SCOTLAND.—The Rotary club of Perth has done much to make Rotary a real force in its city. It convened a meeting of all social societies in town engaged in the welfare of youth, more especially boys, and tried to unite these in an endeavor to work together for the care of the adolescent. Several entertainments for boys have been arranged by this club, which is also active in Y. M. C. A. work.

**City Officials Are Guests  
 of Rotary Club**

LYNCHBURG, VA.—Rotarians of this city recently entertained the men who have to handle municipal affairs. The city manager, the mayor, the city collector, the head of the health department, the director of public works, the city auditor, and others outlined the work of their departments. The keynote of their talks was found in the assertion of the city manager that "no city is better or worse than citizens desire it."

**Dispose of \$4,000 Boat  
 to Beautify City Park**

EUSTIS, FLA.—Some time ago the Eustis club was presented with a motor boat, valued at \$4,000. This boat will be given to the person making the best guess as to how many chances the club will sell at \$1 a ticket. The proceeds from the sale of tickets will be spent for palms and other trees to beautify the city park—a favorite project of the Eustis club.

**Millsaps' Seniors Are  
 Guests of Rotarians**

JACKSON, MISS.—The Jackson club held two interesting meetings recently. At one of these the club entertained the senior class of Millsaps College as part

of its educational program. Thirty young men and women and the college faculty learned something of the club's interest in education and its efforts to help worthy students to secure a higher education.

Another meeting of the Jackson club was held in honor of the C. & Telephone Company which has established district offices at this point. The telephone company later entertained the Rotarians at a dinner in the plant. Following the dinner the Rotarians were taken on a tour of inspection through the exchange building.

**Dinner Bell Proves Good  
 Substitute for Gavel**

SHELBYVILLE, ILL.—A recent meeting of the Shelbyville club was handled entirely by the Rotary ladies who showed themselves entirely capable of managing a meeting as well as their husbands—if not better. Mrs. John D. Miller, who presided, "wielded" a dinner bell instead of a gavel, announcing that "When this bell rings that means everyone pays attention to the chairman." They did—in fact the attention was better than usual, and speakers had no interruptions to contend with.

**Boy Scouts Conduct  
 Rotary Luncheon**

LODI, CAL.—Forty Boy Scouts ruled a recent meeting of the Lodi club, putting on the program and handling the gavel. The Scout chairman was a model of efficiency and gave a service talk like a professional speaker. The program was made more interesting by cornet and piano solos, exemplifications of Scout duties, and incidentally, by the way the boys disposed of the edibles.

**Kiwanians Entertain Rotarians:  
 Cooperation Pledged**

WINONA, MINN.—Members of the newly formed Rotary Club of Winona were entertained by the local Kiwanis club recently. Representatives of both organizations stressed the similarity of their aims and pleaded for the closest cooperation in all efforts for community betterment. Musical numbers were interspersed with the talks, and much good fellowship engendered.

**First President Wields Gavel  
 at Anniversary Meeting**

VINCENNES, IND.—The Vincennes club observed the eighth anniversary of its founding with one of the most elaborate programs ever held here. Elisha Morgan, the first president and one of the founders of the club, presided. Rabbi Edward S. Israel of the Evansville club gave one of the best Rotary addresses

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ever delivered here entitled "Keeping Rotary From Rot." Allen D. Albert, who, while serving as International President, gave the organization address to this club eight years ago, was unable to attend.

The Vincennes club recently entertained the local high school basketball team which won the state championship this year.

#### Continental Congress Is Re-enacted

CUSHING, OKLA.—Given first before the Rotarians and their wives and later repeated before a packed house at the high school, a reproduction of the Continental Congress by local Rotarians proved popular.

The re-enactment of the famous scenes attending the signing of the Declaration of Independence by John Hancock, John Adams, Edgar Rutledge, Roger Sherman, Benjamin Franklin, Robert Morris, Patrick Henry, and others was well handled with careful attention to costuming and the use of many extracts from famous speeches by these early American law makers.

#### Raise \$2,000 for the Boy Scouts

ALTOONA, PA.—The Altoona club is greatly pleased with its success in securing funds for the Blair County Boy Scout work. The quota was fixed at \$25 per member, which would have amounted to about \$1,600. The campaign netted around \$2,000. At the anniversary dinner District Governor Lumb and his wife were guests of the club.

#### Triple Birthday Celebration at Charter Meeting

AURORA, ILL.—Led by the 60-piece Joliet boys' band, the members of the baby club of Aurora, together with many visiting Rotarians, swung briskly through the main streets in the parade which preceded the charter presentation meeting. The meeting was attended by Past District Governor J. Stanley Brown, District Governor E. E. Baker, and District Governor Nominee Henry E. Rompel. By a happy coincidence the official birthday of the club was also the birthday of Governor Baker and of his successor, "Dad" Rompel, and a large birthday cake marked the triple anniversary. One of the surprises arranged for Governor Baker was the appearance of the Kiwanis club quartette. Other musical numbers and several good short talks rounded out the program.

#### Nuptial Knot Tied at Club Meeting

RICHMOND, CAL.—A "stunt" which proved to be a surprise and a source of considerable interest took place at a recent meeting of the Richmond club, when what was believed to be a mock wedding turned out to be a real one. The ring leader in the little drama announced that



It's always cool and cheerful  
at the soda fountain

## Enjoy thirst-

**Walk in — there's  
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cheerful place — where  
they serve the beverage  
which proves itself per-  
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**Delicious and Refreshing**

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*A few stitches and they're all*

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a couple was outside wishing to have the nuptial knot tied. The club president sent the Rotarian preacher to usher them in, and it was not until the wedding march started and the bridal party approached that the Rotarians realized that it was a genuine wedding. After the ceremony President La Moine presented the couple with a suitable gift on behalf of the club.

**Patriotic Program Arranged  
for "Native" Citizens**

LOGAN, UTAH.—For the past two years the young people of Logan who have attained their majority have been entertained by the Logan club, and with an appropriate patriotic program inducted into full citizenship. While other communities have honored their naturalized citizens, the Logan club believes it is the first to show this consideration to native sons and daughters. The movement was initiated by the Boys' Work Committee, and promises to be an annual affair. Each of the two such banquets held have been attended by more than a hundred of Logan's young citizenry.

**Humane Society Presents Medal  
to Boy Scout**

OMAHA, NEB.—Two hundred Rotarians witnessed the recent presentation of a bronze Humane Society medal to Harry Kohlberg, 13-year-old Boy Scout. This is the first medal of this sort awarded in Omaha, and was given in recognition of Kohlberg's giving first aid to a dog hurt by an automobile. The presentation took place while the Rotarians were inspecting the newly erected animal shelter which covers a quarter of a city block. The shelter is fitted with an operating room, a morgue, diet kitchen, animal baths, runways, and many other aids to the veterinary.

Omaha Rotarians are active in the Humane Society, Rotarian John Welch is a vice-president of that organization and six other Rotarians are on the board of trustees.

**Montevideo Rotary Welcomes  
American Visitors**

MONTEVIDEO, URUGUAY.—Speaking of Rotary International, how about this list of callers in far-off South America from February 10th to March 5th? All of these Rotarians visited the Montevideo club during that period: E. Towneley, Cincinnati; William Black, Louisville, Ky.; Elmer Luhring, Evansville, Ind.; W. H. St. Denis, Los Angeles, Cal.; Walter Tibbitts, Alameda, Cal.; L. T. Snow, New Haven, Conn.; J. D. Funkhouser, Hagerstown, Md.; Roland Read, York, Pa.; B. F. Klein, Cleveland, O.; Jesse French, Newcastle, Ind.; W. H. Shearman, Ogden, Utah; Jim Thompson, Tacoma, Wash.; F. S. Huntley, Fitchburg, Mass.; C. K. Weaver, Easton, Pa.

And the club reports that they still come on every boat!

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Visiting Rotarians Always Welcome

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Is the created more substantial than its creator—the product than the tool?

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**Raise Fund for  
High-School Orchestra**

LYNCHBURG, VA.—In response to a suggestion from the supervising principal of the local high school, Lynchburg Rotarians raised nearly \$400 for the purchase of additional instruments for the high school orchestra. The school now has a full orchestra, and the young musicians are showing a very keen interest in their work.

**First Ladies' Night Proves  
Great Success**

KEENE, N. H.—The first ladies' night of the Keene club was an entire success. On their arrival the Rotarians and Rotary Anns were directed to the "favor room." There were but two favors of each kind, and the Rotarian and Rotary Ann with corresponding favors were partners for the grand march and the first part of the turkey dinner. During the dinner there was another exchange of partners so that all had a chance to become acquainted. Gaily colored hats, plenty of songs and instrumental numbers, a presentation of the 18th anniversary program, and a dance, each contributed to the evening's enjoyment.

**Mexican and Spanish Flags  
Sent to Cuban Club**

HAVANA, CUBA—At the recent luncheon the Rotary Club of Mexico City presented the Rotary Club of Havana with a Mexican flag which the fellows in Havana appreciate greatly as representing a sister Republic. The Havana Rotarians will take pleasure in displaying this flag in company with the Spanish flag received a short time ago from the Rotary Club of Barcelona.

**Florida Clubs Win \$350  
In Attendance Contest**

MIAMI, FLA.—In the attendance contest between the clubs of Florida and Georgia the former won five straight innings and the purse of \$350 which goes to the support of Marcus Fagg's home in Jacksonville. Through the generosity of the Florida clubs an equal sum will go to the children in St. John's Haven.

**"Get-Together" Spirit  
Prevails Here**

NEW BRUNSWICK, N. J.—The Rotary Club of New Brunswick has set a fine example in promoting the fraternal relations and friendly spirit between the three lunch clubs of the city. At a recent meeting the club had for its guest, Prof. Leon A. Campbell, president of the Kiwanis Club, and a week later, Walter C. Sedam, president of the Lions Club, spoke to the Rotarians. Such friendly get-together meetings are great aids in promoting better acquaintance and in making for a better community spirit.

**A "Real" Rest  
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When considering a "change of scene," be sure that the new surroundings are not only pleasant, but also substantially healthful. Battle Creek combines the most refreshing natural environment with scientific methods and the most complete equipment for medical advice and service.

Here, in a climate cooled by lake breezes—in one of nature's most charming vacation spots—you may enjoy all the benefits of a restful vacation to which is added a really scientific course of health training.

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STATIONERY CAN BE KEPT CLEAN

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Charming Summer Home For Sale, on one of Michigan's most famous lakes. Stone house. Tenant cottage. 120 acres. Fine Fishing. Good Roads. Write McCUNE & COMPANY, Petoskey, Michigan.

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A resilient, soft, sponge rubber and wool felt Arch Support that fits into your shoe actually making the shoe easier on the foot. Weighs less than one ounce, yet strong enough to support the heaviest man or woman. Throw away your hard and stiff leather and steel arches and try something that will build up your feet and strengthen your ankles. Price \$2. Send your name and address and size of shoe on a postcard. You pay postman. Your money back if not entirely satisfied. Endorsed and used by Armour & Co. and Chicago Cubs. Komfort Arch-Support Co., 2903 S. La Salle Street, Chicago.

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YOU are the judge and the jury. Your verdict is final. There can be no appeal—for this is the High Court of Public Opinion.

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The manufacturer who advertises deliberately places his merchandise on trial. He openly courts your critical inspection. He invites comparison. He directs your attention to his goods and then forces those goods to stand on their own merits.

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You can depend on the man who advertises. He *knows* his product is good.

That's one reason why it pays to read the advertisements you find in this paper. It is through advertising that you are able to keep in touch with the *good* things that progressive business men are spending their money to introduce and to keep before you.

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*Base your judgment on the advertisements*

